Incorporating *International Commerce*

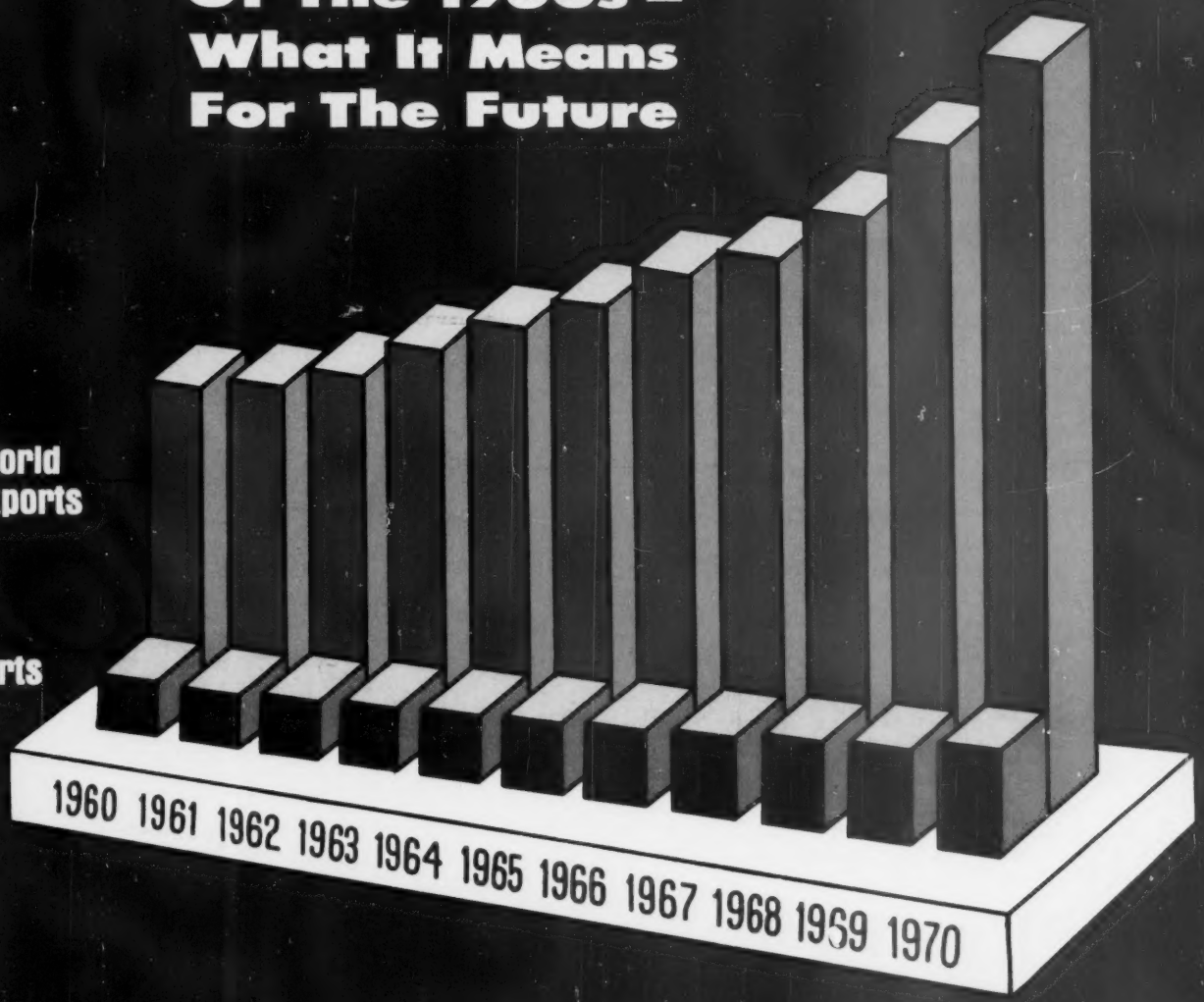
OCTOBER 4, 1971

A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Commerce Today

Coming Developments in Business and Technology

Trade Thrust Of The 1960s – What It Means For The Future



FROM THE SECRETARY

Job Development And The New Economic Policy

One of the most significant and important aspects of the New Economic Program is the proposed Job Development Tax Credit.

The credit is designed to do exactly what the name implies—to create more jobs for American workers. More jobs will translate into more spending power for American consumers, and more fuel for the American economy.

Very simply, the Job Development Tax Credit will accelerate new investment in the engines and machinery of American enterprise.

- By giving tax credits on the purchase of American-made equipment, it will stimulate production in the capital goods industry.
- By equipping American workers with the most modern machinery, the credit will increase their productivity and make our industries and their products more competitive in world markets.
- By building markets, it will increase job opportunities for American workers.
- By producing increased economic activity, the Job Development Tax Credit ultimately will generate far more tax revenues than it will cost.

Future

The Job Development Tax credit is not a "bonanza for business," as some have claimed. Neither is any other part of the New Economic Program.

The long-range objective of the investment credit is to increase productivity, lower prices, increase purchasing power for the families of America, and increase jobs for people.

If it and the full program are put into effect, we can expect more than 500,000 new jobs in the next year alone, and a net of $15 billion added to the Gross National Product next year.

Cooperation

Whatever the future role of government may be in the nation's economy, President Nixon is determined to return to a free market with respect to wages and prices just as soon as possible.

With confidence in the fundamental strength of a free economy, and a competitive enterprise system, the President has said that the key to success in our common undertaking lies in the hands of the people themselves.

We can stimulate the competitive spirit which built this country, or we can lapse into the old bickering over special advantage. We can rise together to a national purpose, or we can fall separately in bitter rhetoric.

The time has come to get over the old notion that what benefits one segment of our people necessarily works against another.

We are all in the same economy together. Either we will benefit jointly from the programs we develop in common interest and mutual trust, or we will sink together in the problems around us.

Today's economic circumstances have taught us that no segments of our economy can have goals for themselves that are not in the best interests of the nation as a whole.

America's needs and the country's interests are going to be served only if we work together to apply the restraints and expand the productivity that is necessary to realize our full potential.

Working together, we can continue to build and perfect the American enterprise system as the greatest machine for abundance the world has ever known.

Maurice H. Stans

Commerce Today

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Vol. I, No. 26 October 4, 1971

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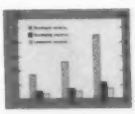

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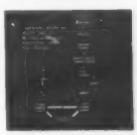

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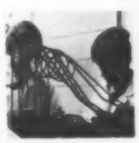

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ECONOMIC
HIGHLIGHTS

Cooling Of Inflation Over Past 12 Months To Be Reinforced By New Economic Policy

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

A weather report on consumer prices might read: the cooling of the past 12 months and the current freeze have relieved the high-pressure system and prospects are bright for a return to stable conditions.

Like the weather, consumer prices are frequently erratic, and they must be viewed over a period of months or even years if underlying trends are to be discerned. From 1959-65 wholesale prices were generally stable and consumer prices increased only 1.3 percent per year. In 1965, wartime pressures were added to an economy approaching full employment and the rate of increase in prices accelerated for the next four years. As a result, inflation permeated the economy and built up expectations of further price increases.

To remove the excess demand that was the root cause of the inflation, the Federal Government adopted restrictive fiscal and monetary policies, and, inflation stopped accelerating in mid-1969. It continued at peak rates for about a year, and then moderated.

CONSUMER PRICE INCREASES

		STABILITY	INFLATION
		Annual Average	
		1959-1965	June '69-June '70
ALL ITEMS	(100%)	1.3%	6.0%
Non-Food	(41%)	0.6%	4.1%
Goods			
Services	(37%)	2.2%	8.2%
Food	(22%)	1.4%	5.7%

Price stability can be achieved if the rise in wage rates does not exceed the increase in productivity. During the 1959-65 period, both the average rate of pay and of productivity increased about 3 percent per year. In the period of peak inflation, however, the average rate of pay went up 7 percent, output per manhour showed little increase, and prices rose at an annual rate of 6 percent.

The major components of the index frequently trace divergent patterns, in part because productivity gains usually are more readily achieved in the production of goods than of services. In addition, food prices respond to special supply conditions such as unusual weather or corn blight.

The pace has slowed in the services sector over the past 12 months but the rate of increase for non-food goods accelerated in the second half of 1970 and then slowed in the first half of 1971. In the food section, the rate slowed in the second half of 1970 but picked up again early this year.

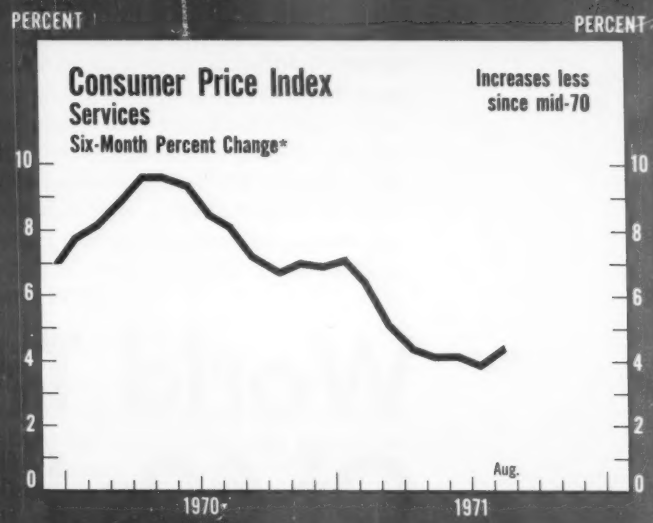
The 90-day freeze ordered by President Nixon provides insurance that the cooling of inflation that began in mid-1970 will continue and even be accentuated. It will be some time, however, before the impact of the freeze will be fully reflected in the price indexes. For example, the CPI increased in August despite the freeze, in part because much of the data was collected before the freeze was put into effect on August 15. In addition, prices of some items are exempt (raw agricultural products, taxes) and others are averaged over several months.

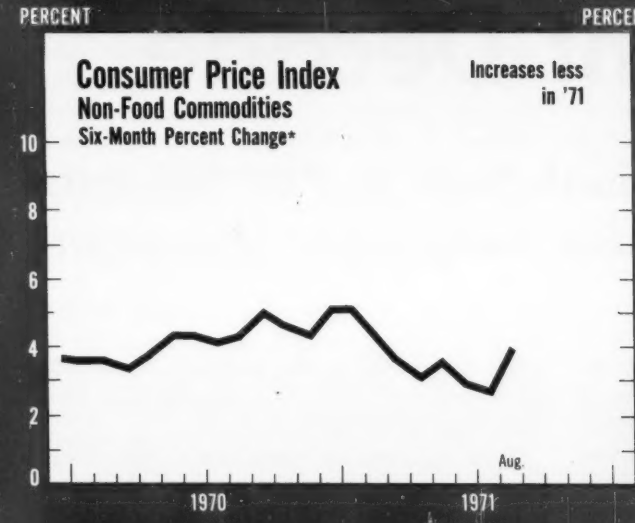
In the months ahead, the freeze, and the subsequent wage-price stabilization system, will pave the way toward the Administration's goal of cost-price stability.

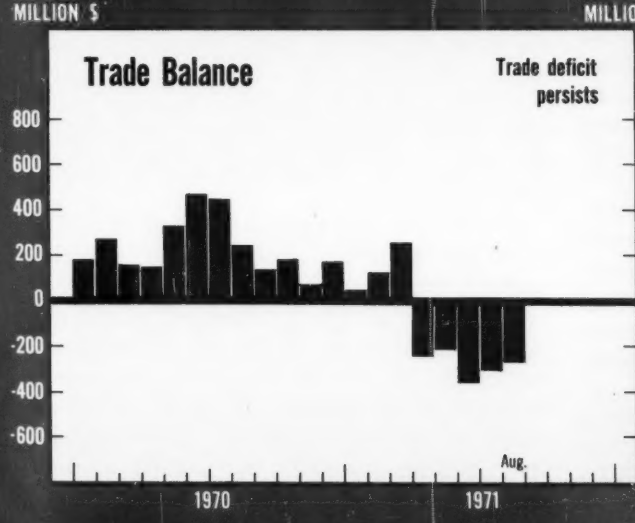
Other economic data

The merchandise trade balance was in deficit in August for the fifth consecutive month, underscoring the difficulties in the U.S. foreign trade position. Homebuilding continues at a record pace.

Latest Indicators







*Annual rates

All data seasonally adjusted except services component of the consumer price index

Commerce Today
October 4, 1971
Vol. I, No. 26

World Trade Thrust Of 60s Has Promise For Current Decade

Global Economic Growth Seen In 70s Suggests New Export Gains After Temporary Slowdown

Today's headlines tend to focus on the difficulties that can hamper the future growth of world trade. It is thus important to be reminded of the magnitude of the expansionary thrust that is still basic to the overall global trade picture.

This expansion was evident throughout the period of 1960-70, due to strong economic growth in the principal industrial nations and in the more dynamic of the developing nations. Current conditions, which point to a slower rate of growth in the months immediately ahead, should be viewed against this solid record of progress.

These observations, and others throughout this article, refer to the situation as viewed from a worldwide standpoint. The U.S. businessman must add his own imperative of remaining competitive with producers in the other industrialized nations as he examines this situation.

The lowering of tariff and other barriers through multilateral negotiations and the creation of regional trading groups contributed significantly to the greater value of goods exchanged in the past decade. Sharp price increases in recent years for most products traded were also a factor.

Total exports, including those from Communist countries, climbed by more than 140 percent, reaching $312 billion. The volume of goods shipped rose moderately less as a 13 percent price increase, nearly half of it since the third quarter of 1969, helped drive up values. The last decade ended and the current one began on a particularly buoyant note with yearly trade gains of about 14 percent, the steepest since the Korean conflict of the early 1950s.

Preliminary data for the first half of 1971, however, indicate a considerable, though probably temporary, slowdown in the pace of world trade as anti-inflationary measures taken in industrial countries dampen demand for foreign goods. The substantial economic advance abroad foreseen for the decade as a whole portends new marketing opportunities for American exporters, particularly as the realignment in the value of foreign cur-

rencies now under way enhances the competitiveness of U.S. goods.

The general rise in incomes, including significant gains in various developing nations, was the key factor in the growth of international trade. World gross domestic product increased by more than three fifths in real terms between 1960 and 1969, the latest year for which these data have been compiled. Over the same period, the per capita gain was less than two fifths.

Increases in prices of goods shipped from developed countries were two and one-half times as large as those from developing areas. Most of the step-up in the latter was concentrated in 1969 and 1970. Although import prices of the more advanced nations also went up faster, the terms of trade, nevertheless, tended to favor them.

Periods of economic stagnation occurred in several countries, usually stemming from governmental measures to cool their economies and alleviate balance-of-payments problems. For the most part, however, these lulls were relatively mild and short-lived, with only small effect on world trade. Labor unrest, frequently culminating in strikes and, in some instances, civil disorders, was fairly common, disrupting production and leading, at least temporarily, to higher costs.

Tariff barriers reduced

As regards trade barriers, the general trend during the past decade was toward lower tariffs and liberalization or abolition of quotas and other restrictions. The contracting parties to the General Agreement on Tariffs and Trade negotiated sharp reductions in tariffs on a wide range of commodities. While most major industrial countries also continued to dismantle quantitative controls on imports and to ease exchange restrictions, a considerable number of non-tariff trade barriers remained. By the same token, some nations found it necessary, at various times, to introduce new restrictions in an effort to protect local industry or to resolve international financial difficulties.

The expansion and proliferation of multinational corporations, most of them of American parentage, adversely affected the export of some products and benefited others, notably parts and components, and, especially prior to production, equipment as well. The extent to which the establishment of new plants beyond national borders may have displaced U.S. and other exports, however, has not been measured.

Trade groups proliferate

Several regional trade groups, formed just prior to or during 1960-70, recorded varying degrees of success. In Europe, the formation of the European Economic Community (EEC) and the European Free Trade Association (EFTA) resulted in substantially higher levels of trade among their members. As the sixties came to a close, membership in the more dynamic EEC was becoming increasingly attractive to segments of EFTA. Latin American nations fielded four trade groups, the Central American Common Market and the Latin American Free Trade Association, both established early in the 1960s, and the Andean Common Market and the Caribbean Free Trade Area, formed more recently. In Africa, at least four customs unions were functioning by the end of the decade. In this hemisphere, the Automotive Products Trade Agreement entered into by the United States and Canada materially stimulated trade between the two countries.

The volume and direction of trade was also affected by a number of international commodity agreements among major exporters of primary products and some manufactures, usually with the participation of principal importing nations. These agreements regulated or influenced international prices and trade in commodities such as wheat, coffee, sugar, tin, and cotton textiles.

Developed nations lead way

The free-world developed nations were primarily responsible for the advance in trade, boosting exports by more than two and one-half times. The Communist areas of Europe and Asia lagged slightly behind, while the developing countries doubled the value of their shipments. The advanced economies thus enhanced their share of global trade at the expense of the developing regions and, to a lesser extent, the Communist countries. As

A review of world trade during the decade of the 60s is presented on pages 4-8 of this issue. A summary covering one year is published annually; for 1970, see* Commerce Today, *Aug. 9, pages 37-39. The articles were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

a corollary to these shifts, the trade in manufactures grew significantly faster than total trade.

U.S. exports lag

U.S. exports increased by 110 percent from 1960 through 1970, markedly slower than the world rate. Consequently, this country's share of total world exports, including shipments to the U.S. market, slipped to around 14 percent from 16 percent. If shipments to the U.S. market are excluded, a similar decline occurred—from 18 to 16 percent. On the other hand, U.S. imports surged by 165 percent, considerably faster than the world increase. As a result, the U.S. trade balance declined from $4.6 billion in 1960 to below $1 billion in 1968, after which there was a partial recovery to $2.7 billion in 1970.

The growth in trade varied widely among areas and countries. Western Europe experienced the most rapid expansion of any region and Japan of any major trading country. Exports by the EEC countries increased substantially faster than those by EFTA members, but shipments from Yugoslavia and Spain, members of neither group, grew as much or even more rapidly than sales from the regional trading organizations.

Among EEC members, Italy's exporters scored the most striking gains, aided materially by relatively low labor costs, the general prosperity of its principal customers, and a competitive edge in styling, design, or quality of various products. Italy enjoyed particular success in increasing sales of textiles, clothing, footwear, automobiles, and household appliances.

German export gains were huge—the increase in value was the largest in the Community, with machinery and transport equipment by far the most important categories. Chemicals, automobiles, iron and steel, textile yarns and fabrics, and machine tools, were leading exports. Attractive prices for its products, coupled with the country's duty-free access to other EEC markets, has enabled Germany to amass a trade surplus which reached $5.8 billion in 1970. In that year, Germany surpassed the United States to become the world's leading exporter of manufactured products.

Belgium-Luxembourg and the Netherlands also recorded notable rates of gain. Textile yarns and fabrics, chemicals, and machinery were among the principal exports of both countries, with food especially important for the Netherlands. The growth in French deliveries lagged behind those of the other EEC countries through the decade but jumped by one fifth in 1970, faster than the Community average, following devaluation of the franc in August of the previous year.

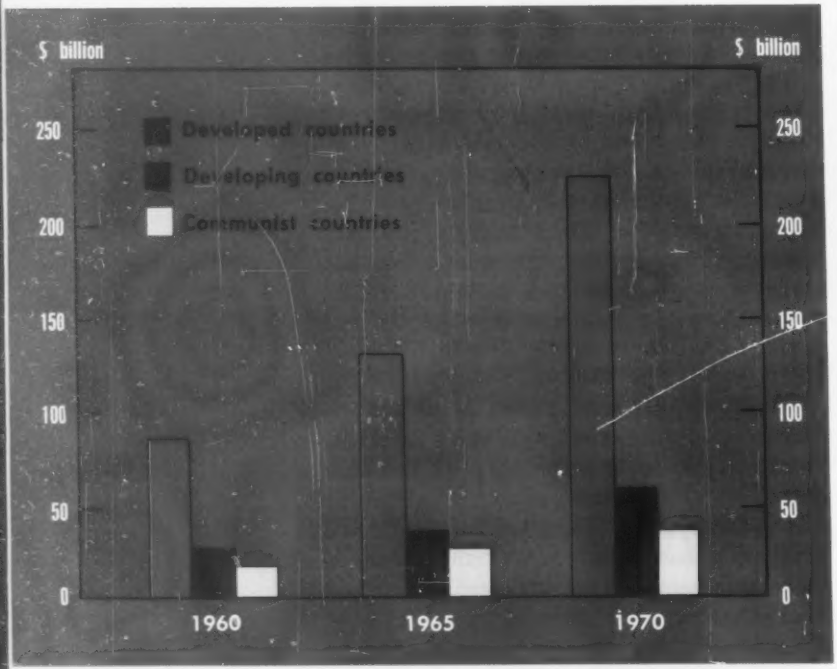
EEC exports and imports grew at about the same rate from 1960 to 1970, both nearly trebling. For Italy, Germany, and Belgium shipments rose faster but for the Netherlands and France the reverse was true.

Intra-EEC trade surges

Reflecting the gradual elimination of customs duties within the Common Market, intra-EEC trade grew substantially faster than the exchange with non-members. In 1960, slightly more than a third of EEC exports went to members; by 1970, this had risen to about one half. Considerable variation continued to exist among members, however, as to their degree of dependence on internal trade.

The rise in the U.K.'s exports was much slower than that of other principal industrial nations. Lack of vigor in its economy reflecting insufficient investment in new equipment

Developed Countries Increasingly Dominate World Exports



World exports (in $ billion): 1960, $128; 1965, $186; 1970, $312

Japan, EEC Lead In Rate Of Export Gain

Exporting area	Value 1970 ($ billion)	Change 1960-70 (percent)
Total	**312**	**144**
Developed countries	224	161
United States	* 43	110
Canada	16	191
European Economic Community	89	198
Other Western Europe	49	125
Japan	19	376
Australia, New Zealand, South Africa	8	98
Developing countries	54	100
19 Latin American Republics	15	73
South and East Asia	15	91
Developing Africa	12	134
Near East	10	144
Other Western Hemisphere	2	52
Communist areas		
Europe and Asia	** 34	124

* Includes military grant-aid shipments.
** Estimated.
Source: United Nations and GATT Secretariat.

and an overvalued currency contributed toward this sluggishness. The British trade deficit continued over most of the period but, aided by devaluation of the pound in 1967 and additional governmental measures, exports increased by about one seventh during each of the last two years of the period to erase the unfavorable trade balance by a narrow margin in 1970.

Japanese shipments soar

Japan boosted its deliveries by 376 percent, faster than any other industrial nation. Among the heaviest Japanese gains were those in sales of iron and steel products, ships, passenger cars, and radios. With overall shipments increasing by well over one fifth in each of the last three years, Japan earned a trade surplus of about $4 billion by 1970. Manufactured products accounted for more than nine-tenths of the country's exports that year while fuels and ores and scrap had become increasingly important on the import side.

Canadian exports virtually trebled during 1960-70, climbing to more than $16 billion. A principal factor in the uptrend was the surge in shipments of passenger cars and parts to this country as a result of the 1965 Automotive Products Trade Agreement providing for duty-free entry of such goods into both the United States and Canada. The increase in Canadian sales to other foreign markets stemmed primarily from manufactures, largely machinery. Imports grew appreciably slower than shipments so that by 1970 a substantial trade surplus had accumulated. About 70 percent of Canada's foreign purchases originated in the United States.

Australia boosted foreign sales by one and one-third times since 1960. Following a long period of modest growth, exports rose sharply in 1969 and 1970, due principally to an increase in shipments and prices of both iron ore and bauxite. Purchases from foreign sources, meanwhile, grew by 90 percent. In recent years, import gains have centered on automotive products, aircraft, and scientific and professional instruments.

Exports by the Republic of South Africa climbed at a considerably slower rate, recording a gain of about three fourths. Most of the growth occurred in mid-period and stemmed from greatly expanded sales of diamonds and various manufactures. South African imports rose much more rapidly than shipments, spurred by increasing purchases of capital equipment, motor vehicles, and textiles.

Latin America's export growth was modest, rising by three fourths from 1960 to 1970; imports climbed slightly faster. The rise in Brazilian coffee and Chilean copper prices and an increase in exports of manufactures from Mexico contributed significantly toward the expansion. Higher prices for Peruvian minerals and metals also helped. Imports into the area were predominantly manufactures, about half of them originating in the United States, with chemicals, automotive products, and iron and steel the leaders.

The export advance of the developing countries of South and East Asia was held to just over 90 percent, despite exceptionally strong gains by Hong Kong and Taiwan. Hong Kong, one of the largest traders in the developing world, boosted foreign sales to more than $2.5 billion, mostly from growing sales of clothing and radios. Taiwan, however, recorded the highest percentage gain, mainly from the marketing of the same goods plus plastic articles and television sets. As a group, the South and East Asian countries increased their imports at about the same rate as exports, although this was not true for Hong Kong and Taiwan both of which boosted sales considerably faster than purchases.

Greatly expanded deliveries of petroleum

United States Lags Behind World In Export Growth

	Exports		
	World	U.S.*	U.S. share
	($ billion)		(percent)
1960	128	21	16.4
1961	134	21	15.7
1962	141	22	15.6
1963	154	23	14.9
1964	172	27	15.7
1965	186	28	15.1
1966	204	30	14.7
1967	215	32	14.9
1968	239	35	14.6
1969	272	38	14.0
1970	312	43	13.8

* Includes military grant-aid

Source: United Nations and GATT Secretariat

from Libya and Nigeria and of copper from Zambia and the Democratic Republic of the Congo accounted for more than half of the gain in exports from developing Africa during 1960-70. On the strength of its burgeoning crude oil sales, Libya increased export earnings nearly sixtyfold. By 1969, it was the largest exporter of crude petroleum in the world even though it had only begun producing in 1961. Imports into the region grew by only two thirds. Libya, with ample reserves, expanded foreign purchases more than threefold.

Oil spurs Middle East sales

Exports from the Middle East had the best growth of the developing areas, rising notably faster than imports. The key factor in this performance was the more than 180 percent surge in shipments of crude petroleum. Among top Middle East traders, Iran and Israel substantially expanded foreign sales during 1960-70. Petroleum was principally responsible for the growth in Iranian shipments and citrus fruit and polished diamonds for the rise in Israeli deliveries.

Overall shipments by the USSR and the other countries of Eastern Europe and the People's Republic of China advanced more slowly than total world deliveries. Nevertheless, sales to the free world nearly trebled, climbing to $11.5 billion in 1969. Intra-Communist exports grew by only two thirds, however, although accelerating from 1967 onward to reach $18 billion. Imports expanded at a slower rate, with trade among the Communist nations accounting for three fifths of the total.

East European exports to the developed countries grew rapidly from 1960 through 1966 but then slackened for two years to rise sharply again in 1969, mainly in response to increased demand in Western Europe. Deliveries to developing countries followed a roughly similar pattern. Exports to the free world by the People's Republic of China also rose rapidly early in the period but fell in 1967 and 1968 because of unsettled internal economic conditions. They rebounded to new heights the following year.

Trade between Eastern Europe and China declined from 1960 to 1967. The trend reversed itself in 1968 and edged upward the following year but the exchange of goods remained well below the 1960 level. In recent years, the growth in East European exports to Communist Asia has been largely confined to deliveries to North Vietnam and North Korea.

USSR sales reached $12.8 billion in 1970, a rise of 130 percent. More than half these exports went to other Communist countries in Europe. Soviet imports climbed more slowly, transforming a 1960 deficit to a surplus by 1970.

Manufacturers' role gains

During 1960-70, manufactures increased in importance in the flow of world trade at the expense of foods, raw materials, and fuel. This shift reflected rising individual incomes and expanding investment outlays with a larger proportion of overall expenditures being directed toward consumer durables and capital goods. Despite the general emphasis on expanding their capability to produce and export manufactured goods, some three-fourths of the foreign sales of developing countries still consisted of foods, raw materials, and fuels in 1969. By contrast, they represented less than one fourth of the shipments from industrialized nations.

Among groups of manufactures, machinery and transport equipment grew the most rapidly as items of export. Deliveries of passenger cars, the leading element in transport equipment, roughly tripled and those of office machines nearly quadrupled. Chemical shipments increased by more than one and one-half times and mineral fuel sales to foreign markets almost doubled. Crude material exports, however, were sluggish, expanding by only two fifths.

—Bureau of International Commerce

Business Can Profit From Tax Treaties

U.S. Stresses 'Mutual Agreement' Technique To Avoid Double Taxation Of Foreign Profits

Corporate taxpayers with related interests—plants, subsidiaries—in foreign countries are discovering that the U.S. Treasury Department wears two hats.

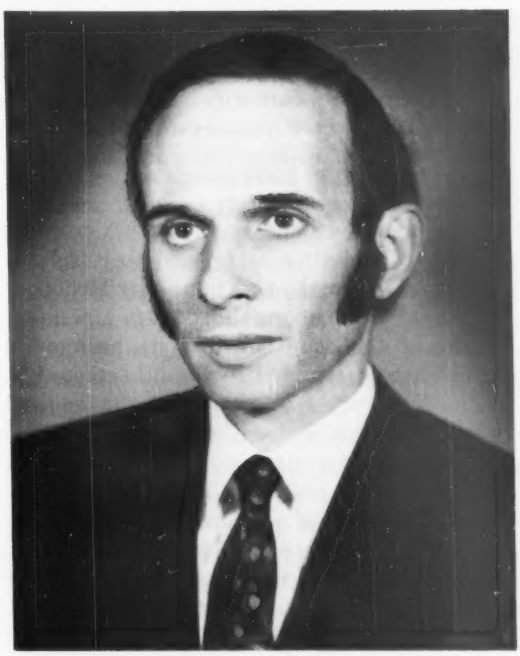
Its tax experts don the second, little known hat, when they represent U.S. taxpayers in their relationships with foreign tax officials.

American firms with corporate interests in other countries find themselves facing possible double taxation unless both countries recognize the same allocations of income between related taxpayers. In some cases economic double taxation could add up to 100 percent. Even more.

The Treasury Department negotiates with countries having income tax treaties with the United States to obtain relief for the U.S. firm from double taxation.

It's called "mutual agreement" procedure.

"The mutual agreement procedure under our tax treaties offers a practical and realistic way for taxpayers to avoid double taxation resulting from allocations of income pro-



Robert T. Cole
International Tax Specialist

posed by the United States or another treaty country," according to Robert T. Cole, international tax counsel for the Treasury Department.

Cole explained the procedure which Treasury officials are encouraging corporate taxpayers to use to assure uniform treatment in matters covered by tax treaties.

Although a number of other issues can give rise to double taxation, allocations of income between related taxpayers in different countries provide the greatest potential.

For example, a U.S. parent corporation sells its goods to a foreign subsidiary for resale. Where the Internal Revenue Service finds the price to a subsidiary was below an "arm's length price," it increases the taxable income of the parent to reflect the higher arm's length price.

The result is an increase in the parent's U.S. tax liability.

The foreign subsidiary will have taken the lower price—the price which was actually charged—into account in computing its cost of goods sold and its foreign tax. Unless the foreign government allows the subsidiary to make an adjustment for foreign tax purposes, double taxation will result.

When this type inequity arises, the "competent authorities" of the two countries consult together, either at the request of a taxpayer or on their own initiatives.

Designated representatives of the two treaty countries attempt to agree on a number of matters, including the same allocation

"Competent authority" is the person designated by the treasury or ministry of finance of a country to work out the tax agreement.

of income and deductions between a resident of one contracting state and any related person. They make the same attribution of industrial or commercial profits to a resident of one of the countries and its permanent establishment situated in the other country.

The Treasury's international tax counsel noted that while treaties have contained mutual agreement provisions since the 1940s, few corporations have utilized the provision. Until recently, the need has not been great. Even where the need for relief has existed, taxpayers have been hesitant to seek relief under the mutual agreement provision.

Reasons for taxpayer reluctance to use the competent authority procedure are "either not based on facts or to a large degree have been eliminated," according to Cole. These include the argument that the statute of limitations and other legal barriers seemed to make an appeal to competent authorities futile in many cases, corporate taxpayers had not known of the procedure to be followed, and taxpayers did not accept that competent authorities were really interested in avoiding double taxation through use of this mechanism.

Countries having income tax treaties with the United States are: Australia, including the territories of Papua, New Guinea, and Norfolk Island, Austria, Barbados, Belgium, Burundi, Canada, including territories and Sable Island, Congo (Kinshasa), Denmark.

Finland, France, including overseas departments of Guadeloupe, Guyane, Martinique, and Reunion, Gambia, Germany, Greece, Ireland, Italy, Jamaica, Japan, Luxembourg, Malawi, Netherlands, including Netherlands Antilles, New Zealand, including all islands and territories within its limits and for the time being the Cook Islands.

Nigeria, Norway, Pakistan, Rwanda, Sierra Leone, South Africa, Southern Yemen, Sweden, Switzerland, Trinidad and Tobago, United Kingdom, including the territories of British Honduras, Falkland Islands, Seychelles, Southern Rhodesia, Virgin Islands (U.K.), Leeward Islands of Anguilla, Antigua, Dominica, Montserrat, Nevis, St. Christopher, Windward Islands of Grenada, St. Lucia, Vincent, Zambia.

He explained further that recent treaties have specific provisions waiving the statute of limitations and other legal barriers. As for the procedure to be followed, the Treasury Department issued detailed instructions in June of 1970.

Cole said a source of hesitation has been "taxpayer uncertainty as to the purpose of the competent authorities."

"The purpose of the Treasury and the U.S. competent authority, in particular, is to make all reasonable efforts to avoid double taxation," he asserted, "We consider such efforts one of our most important duties in international taxation."

Although the competent authority will follow the standards of arm's length dealings, he is not bound by the detailed provisions of the regulations, according to Cole. The competent authority will also "take into

account all facts and circumstances and the purpose of the treaty to avoid double taxation by agreement on the allocation of income."

"While the U.S. will make every reasonable effort to agree on an allocation acceptable to the other treaty country," Cole continued, "it would not be appropriate for the United States to go so far as to agree to an allocation which has no factual support in order to avoid double taxation."

The responsibility

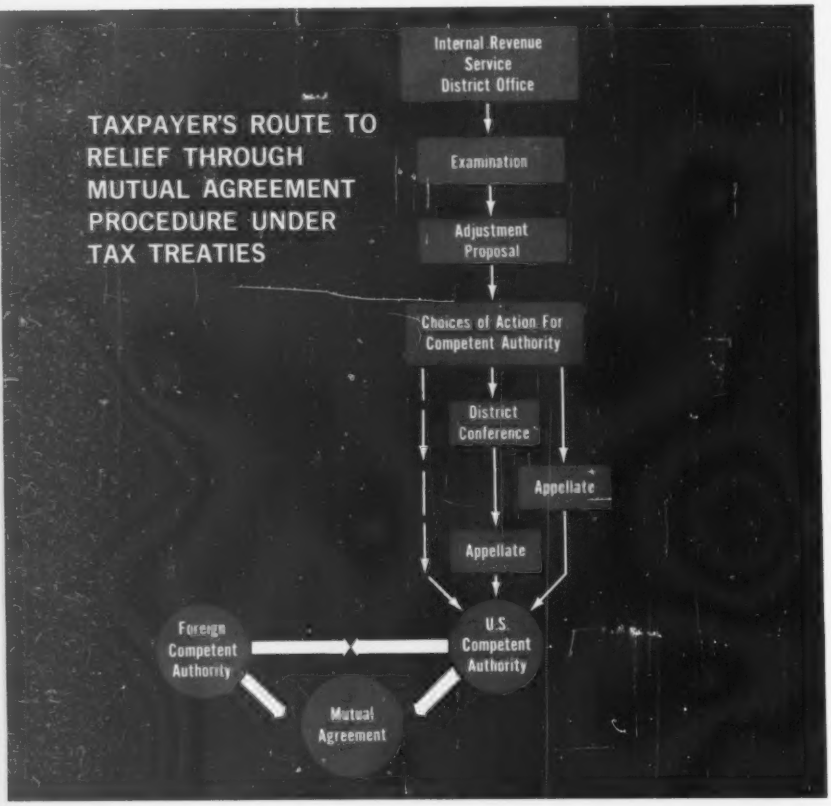
Beyond every reasonable U.S. effort, he continued further, the responsibility for avoiding double taxation lies with the other country.

He said competent authorities of most countries with which the United States has treaties are also determined to avoid double taxation, at least in those cases where the taxpayer has shown good faith, and they will not seek to press those allocations which go beyond arm's length standards.

Cole noted that some taxpayers feel the IRS has been unreasonable in some of its proposed allocations and are skeptical as to whether the same IRS can take a reasonable stance in working out a settlement with a foreign competent authority.

Competent authority procedure involves a wider range of considerations, he asserted, and the IRS is prepared to dispose of competent authority cases in a fair and expeditious manner so as to avoid double taxation.

"In this connection, if the U.S. competent authority accepts a case and finds the U.S. position as developed is not suitable for negotiation, he is authorized to provide



unilateral relief," Cole continued further.

Still, some taxpayers believe there is something wrong with resort to the mutual agreement procedure of tax treaties, Cole continued, or they believe that other tax officials in the United States or the other treaty country will feel that such resort represents an improper departure from the established procedures.

The procedure is "there to be used and every effort is being made to mesh it smoothly with our other tax procedures," Cole expressed the United States viewpoint. He added that "it is my impression from negotiating with some of the other countries that the top officials of these countries share this view."

The competent authority does not intend to increase adjustments or look for other

"The Treasury Department is as zealous in representing U.S. taxpayers internationally as it is in protecting the revenue of the United States," said Cole.

issues as a grounds for denying relief, he emphasized.

"Taxpayers should not regard the procedure, as some fear, as a potential trap in which the taxpayer may be caught between the uncompromising demands of two governments armed with information furnished by the taxpayer for the purpose of a settlement," the Treasury's international tax counsel continued, "Our purpose is the avoidance of double taxation."

U.S. allocation

Where a U.S. allocation is involved, Cole said, it is appropriate for the taxpayer to exhaust his competent authority remedies before pursuing judicial remedies.

The U.S. competent authority has discretion as to which cases he will consider. If the case is accepted for consideration, but the competent authorities cannot come to an agreement that is also acceptable to the taxpayer, the taxpayer need not accept it. He can then pursue his normal administrative and judicial remedies, continuing at the point where proceedings were stopped in order to permit competent authority consideration.

Where the allocation is proposed or has been made by the other treaty country, it is recognized that the U.S. must permit more procedural flexibility, Cole added, since there may be no way to relate the appeal to competent authority to any particular stage of the U.S. tax determination process.

If the competent authorities reach an agreement, he said, the U.S. taxpayer is asked to enter into a closing agreement. Only if the U.S. taxpayer is satisfied with the outcome and executes a closing agreement is he bound by the results of the competent authority consideration.

Double taxation avoided

While it is too early to expect a long list of "successes" from the mutual agreement procedure, he noted that since the procedures were issued in June 1970, 17 allocation cases have been disposed of by the U.S. competent authority in a manner which eliminated potential double taxation.

"It is possible that, in spite of our best efforts, the mutual agreement procedure will not be an effective instrument to prevent double taxation," Cole concluded. "If that happens, to the extent that the fault lies with the United States, we are open to modifying our approach, but it seems to be that taxpayers should first give the mutual agreement procedure a fair try."

Power Companies Building Higher Stacks To Improve Air Quality Near Plants

Effectiveness Of This Extra Cost Being Examined By Meteorologists To Assess Smoke Dispersal

If U.S. electric power production increases fivefold over the next 30 years as expected, a problem of major proportions will be the tremendous increase in the amount of contaminants which coal and oil-burning power generators will release into the nation's overburdened atmosphere.

After motor vehicles, coal and oil-burning power plants are today the next greatest source of atmospheric pollutants in this country. By the year 2000, the global emission of sulfur by power plants may exceed the estimated 142 million tons produced annually by natural processes, thus becoming the primary source of sulfur contamination.

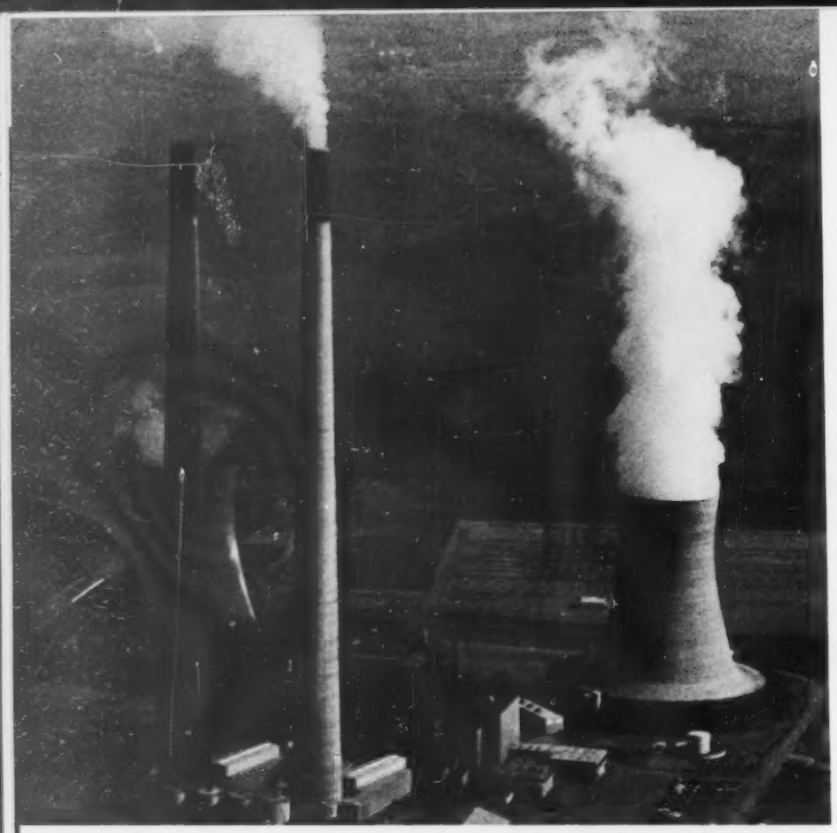
Well aware of this problem, the power industry is actively seeking ways to reduce its output of pollutants. More efficient precipitators are removing large quantities of particulate contaminants, before boiler effluent is released to the atmosphere. In the past decade, the industry has been increasing the height of smoke stacks, in the hope of maintaining reasonable air quality at ground level near the plants. The average height of stacks built in 1960 was 240 feet; by 1969, it had climbed to 600 feet, with the tallest exceeding 1000 feet.

Just how effective these tall stacks are in reducing air pollution, no one really knows.

To find out, the Raleigh, N.C., Air Resources Laboratory of Commerce's National Oceanic and Atmospheric Administration is studying the Conemaugh Generating Station, a 20th century temple of electricity sitting in the western foothills of Pennsylvania's Allegheny Mountains which produces power for the consumers of the eastern U.S. Its twin towers stand 1,000 feet high. The study, sponsored by the Environmental Protection Agency, is examining the effectiveness of tall stacks in dispersing pollutants in the atmosphere.

Discharging pollution

According to NOAA scientists participating in the present study, any source of pollution that is provided with a chimney, even of moderate height, will produce lower local ground-level concentrations of gases and particulates than would the same source without a chimney, especially in the immediate vicinity. By discharging pollution high above the earth's surface, the tall stack gives the atmosphere more chance to dilute them. But



TWIN TOWERS—*The twin stacks of Conemaugh generating station stand 1,000 feet high over the western Pennsylvania hills. Horizontal and vertical dispersion of the effluent plume rising from the stacks is under investigation by a team of NOAA meteorologists to determine their effectiveness.*

under certain atmospheric conditions, pollutants are insufficiently diluted and may be brought down to the earth's surface in excessive concentrations.

Although considerable data had been gathered in past years on dispersion of contaminants from lower stacks at smaller plants, the results cannot always be applied to high-capacity, tall-stack installations.

Therefore, in 1967, the former National Air Pollution Control Administration—now incorporated in the Environmental Protection Agency—began a five-year field study of the local extent and effects of power plant emissions from tall stacks. Known as the Large Power Plant Effluent Study (LAPPES), the project is conducted with the cooperation of the Pennsylvania Department of Air Pollution Control and the Pennsylvania Electric Company.

The study as a whole seeks to define and model the weather conditions that bring tall stack effluents to the ground, the magnitude, frequency, and area of these occurrences, and the effects on vegetation. The meteorological portion of the study, conducted by NOAA personnel on loan to EPA, is designed to determine the rise of the effluent "plume", its horizontal and vertical dispersion, under varying meteorological conditions and the magnitude, area, and frequency of sulfur dioxide concentrations at ground levels produced by emissions from tall stacks.

Abundant coal and proximity to eastern urban areas make the Conemaugh Station region ideal for power generation. It now has the largest complex of coal-burning power stations in the United States, fed from coal mines directly under or near the plant sites. The three newest stations—Keystone, Homer City, and Conemaugh—are located east-northeast of Pittsburgh. These three tall-stack plants, and two older plants nearby, produce a total of more than 47 million megawatt hours (470 billion kilowatts) annually, exceeding the yearly production of all but eleven nations in the world. When they reach full production, the three new plants will consume 42,000 tons of coal and emit close to 2,000 tons of sulfur dioxide gas into the atmosphere every day.

During the field study, data has been collected at each of these three power stations. At the beginning of the project, data-gathering periods were scheduled in all seasons of the year but, since 1968, experiments have been conducted only in the spring and fall—seasons in which there is a good chance for meteorological conditions of interest to the project. The autumn 1971 data-gathering period is slated to be its last.

Compiling a record

Each data-gathering period means a month of hectic activity from sunrise to sunset for the NOAA team involved. They are LAPPES project meteorologist Frank A. Schiermeier, Ralph Soller, Ernest Tillotson, and Joseph Smith—the latter borrowed for the second half of the experimental period from the Laboratory's staff at Raleigh, N.C., replacing Howard L. Moneypenny, also from Raleigh.

Together, they compile a detailed daily record of the changing local meteorological conditions and, using sulfur dioxide as a tracer, follow the plumes from the tall stacks as they spread and reach the ground. To do the job, they use an instrumented helicopter, radiosondes, pilot balloons, and portable air samplers.

Schiermeier and a contract pilot arrive shortly after dawn at the century-old farmhouse that serves as the project's headquar-

ters. The building, at Indiana, Pennsylvania's Jimmy Stewart Airport, named for the film actor who was born there, has in its backyard a small meteorological network that provides continuous data on surface wind direction and speed, solar radiation, air temperature, relative humidity, and rainfall.

Schiermeier spends the morning in the helicopter, following the plume from one of the tall-stack power plants, as the aircraft's instruments measure and record sulfur dioxide, pressure height, humidity and temperature. Before liftoff, he inserts the sulfur dioxide analyzer into the plane's instrument rack, mounted in what was the left passenger position, so that he can continuously monitor the readings. Then the helicopter heads for the power plant, where the first job of the day is to circle from the surface up to 3,500 feet, gathering an early morning temperature profile.

Launching balloons

At headquarters, Tillotson and Smith—the balloon team—launch the 6 a.m. radiosonde and track it to 10,000 feet, gathering data on pressure, temperature, humidity, wind speed, and wind direction. Then they, too, head for the power plant, but the balloon team makes the trip of some 25 miles in a government station wagon. In the back of the wagon is a supply of pilot balloons and helium cylinders. Tillotson and Smith will spend the morning in a field across the road from the power plant, launching pilot balloons every half hour till noon, and tracking the balloons with a pair of theodolites. By following these small uninstrumented balloons as they rise through the atmosphere, and recording the changes in azimuth and elevation angle, wind speed and direction—which govern the plume's dispersion—can be determined.

In the helicopter, Schiermeier completes the temperature profile near the stacks and then begins to track and measure the effluent plume emitted from the stack. With the instrument rack at his side, detailed topographic maps on the floor, notebook and pen in hand, he visually follows the plume. To make the plume easier to see, the Pennsylvania Electric Company allows a limited amount of flyash to be released with the boiler effluent during experimental periods.

Plume breaks up

The tops of the Keystone, Homer City, and Conemaugh stacks are above the height of

SAMPLE ANALYZER—*Ralph Soller analyzes the day's 60 surface air samples. Part of each sample is poured into a test tube, and an automatic analyzer produces a record of the sulfur dioxide content.*

the cool stable layer of air normally found near the surface in the morning after the ground cools during the night. While this cool lower layer persists, it forms a barrier preventing the plume from reaching the ground. But as the sun warms the earth and air, the lower layer warms and mixes with the layer above, forming a single layer. At this stage, the formerly well-defined plume breaks up and is brought to the ground. Just where it reaches the surface depends on the prevailing wind and other atmospheric conditions.

While the plume is still trapped above the cool air, the helicopter cuts through three cross-sections of it, 2½, 6 and 10 miles from the stack. Flying crosswind at a constant speed of 50 miles per hour, and beginning about the mid-level of the plume, the helicopter makes successive traverses at 200-feet intervals until reaching the top. Then starting again from the mid-level, it crosses back and forth to the bottom.

Two methods—the sulfur dioxide readings and the eyes—are used to determine whether

or not the helicopter is in the plume. Visual tracking is often difficult. Sometimes, Schiermeier says, "we lose the plume in the valleys or in the haze. You turn around to see where the stack is, and you can't see it. So you go back and try again." But he has followed plumes as far as 40 miles from the source.

Once the shape of the plume has been defined, Schiermeier contacts the fourth member of the team, Ralph Soller, by radio.

In the back of his four-wheel drive truck, Soller has 10 portable "bubblers" and batteries to power them. Used to collect samples of sulfur dioxide at the ground, the bubblers each collect six consecutive 30-minute air samples.

From the helicopter, Schiermeier gives instructions on placement of the bubblers for this day's experiment based on his estimate of where the plume will come to ground. Armed with a road map, Soller ranges the often unpaved back roads of western Pennsylvania, placing the bubblers where they can be expected to collect air samples with traces of sulfur dioxide that originated from the tall stacks at the power plant.

Each bubbler, housed in a metal toolbox, carries a notice that it is part of an air pollution test and includes the LAPPES headquarters address and telephone number. Soller places the boxes near the road and in exposed positions, but tries to conceal them from casual passersby. Since the field experiment began, not a single bubbler has been lost. One was picked up and returned to headquarters by a highway crew in the belief it was lost. The bubblers remain in position for three hours, then Soller retraces his route and collects them.

READY FOR TAKEOFF—*Frank Schiermeier and pilot prepare for another helicopter flight to track and measure the effluent plume emitted from the stack. With the instrument rack at his side, and topographic maps, he visually follows the plume.*

Flying under the plume

Having completed the early morning plume cross sections, Schiermeier returns in the helicopter to the plant for a second temperature profile. By this time, the aircraft is low on fuel and returns to the airport for more.

On the day's second flight, Schiermeier tries to follow the plume as it drops to the ground with the breakup of the once-cool lower layer of air.

"We know we can't always be at the right place at the right time," Schiermeier says. "The most frustrating thing is when the initial breakup happens while we're back at the airport refueling."

The helicopter flies under the plume near the surface to determine the area affected by the sulfur dioxide in the plume. In what is fairly accurately described as a ground-level flight, the aircraft dips in and out among the valleys and ridges, skimming over or under power lines, seemingly flying through the treetops at times.

The second flight is completed about noon —some five hours of nearly continuous flight for Schiermeier and the pilot—and at the same time, the balloon team winds up its work near the power plant and returns to headquarters for another radiosonde launch —the final upper-air observation for the day.

Ticked off the points

Back in his office, Schiermeier unrolls the data chart for the day. In flight, he has ticked off on the roll the points where the helicopter changed course or altitude, at the same time noting on a pad the heading, altitude, and geographic location. In the office, he double checks these notes and maps the day's flight course and the area covered by the plume. Later, when Soller returns, Schiermeier adds the bubbler sites to his map.

The months between experimental periods

are spent working up the data. The LAPPES field project does partial analysis of the data, but also presents it to others for use in developing and testing plume rise and dispersion theories.

Much of the research based on LAPPES data is being done by NOAA scientists on assignment to the Environmental Protection Agency's Division of Meteorology at Raleigh, N.C.

Francis Pooler, Jr., and Lawrence E. Niemeyer of the Raleigh staff have made a preliminary evaluation of the effectiveness of tall stacks, based on available LAPPES data.

"It is evident," they report, "that tall stacks help to reduce or in some cases eliminate occurrences of significant ground level concentrations that might be found with shorter stacks, but we should now point out some things that tall stacks cannot do. First, we don't think increasing stack height within any reasonable limits will significantly reduce the episodic ground level concentrations.

Falling through the plume

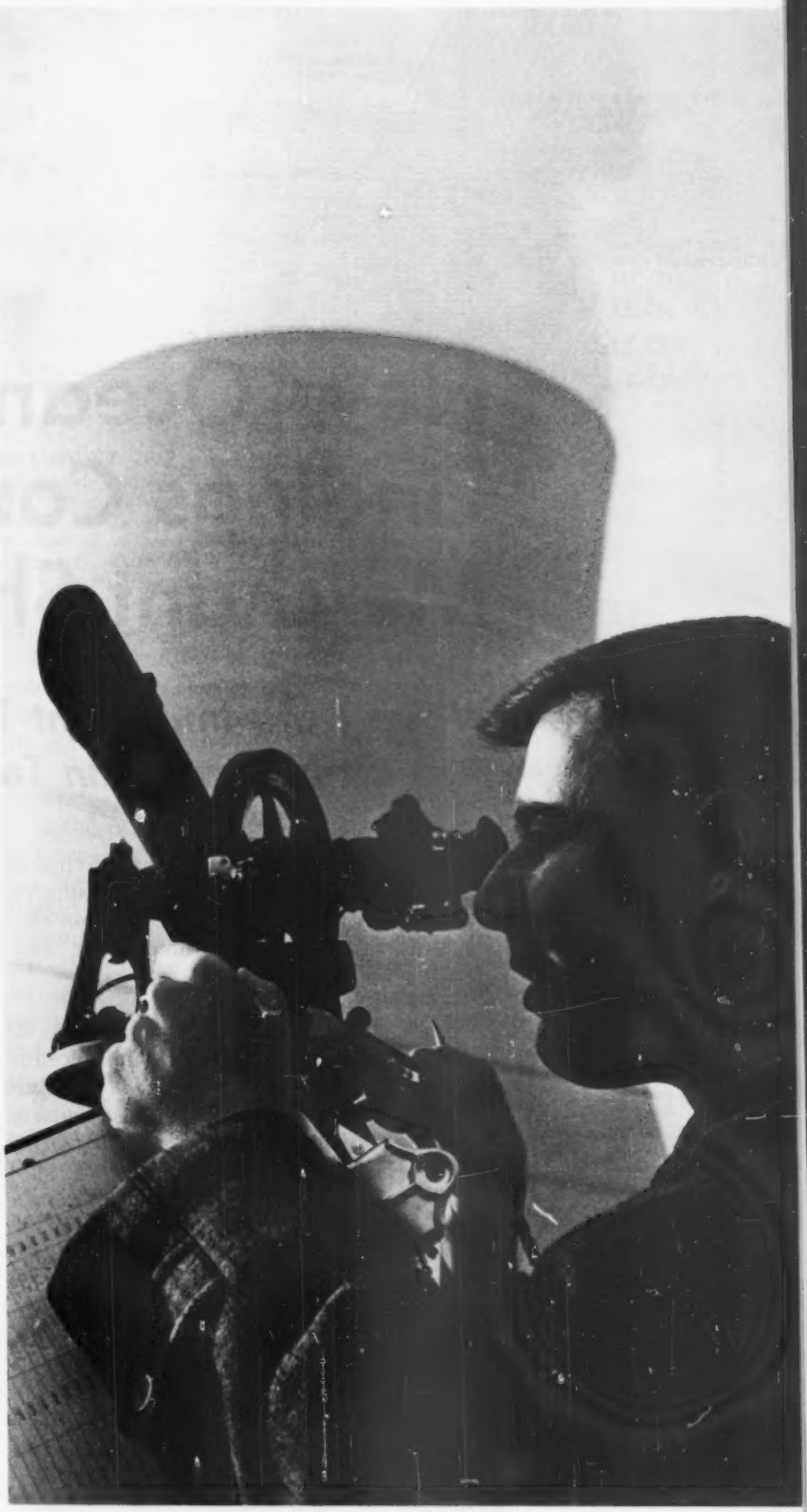
"Second, the study of washout by precipitation is only beginning. The effect of precipitation falling through the plume is to bring the sulfur dioxide closer to the ground. . . There is increasing concern over the potentially deleterious effects of such acid rains.

"We have not yet considered the additive concentration that might occur when the maximum from one large source is augmented by a lesser background from another, nor have we made more than preliminary estimates of cumulative concentrations that could build up from a number of large sources in a region during an episode of poor ventilation extending over a period of several days.

"Finally, dispersing the tremendous emissions from many sources through greater and greater volumes of air does not remove one molecule of sulfur dioxide from the air. This removal entails formation of particulate matter, which in turn has unknown climate effects. . .

"In summary, we feel tall stacks are an unavoidably useful palliative to aid in reducing the more evident effects at ground level of emission of larger quantities of sulfur dioxide to the atmosphere, but the better long-range solution is to reduce the emissions themselves."

—NOAA



TRACKING THE BALLOON — *Ernest Tillotson tracks a pilot balloon to gain information on wind speed and direction which govern the effluent plume's dispersion at Conemaugh generating station.*

New Ocean Program Findings Could Alter Merchant Ships Costs

Wave Data Important To Commercial Shipping; Part Of Nixon's Plan To Upgrade U.S.-Flag Fleet

What the wild waves are saying in terms of pounding pressure on ships is the basic purpose of a scientific research project now under way.

The end-product

"The end-product of this research," A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, explains, "will be improved merchant-ship designs, particularly for vessels transiting the North Pacific in the Far East and Alaska trades."

The program is part of President Nixon's plan to improve the Nation's merchant marine over the next decade.

The study has been initiated by Commerce's Maritime Administration to obtain more detailed information on wave heights, frequencies and lengths and the resulting stress on ship structures.

In addition, the study is expected to provide valuable information for forecasting state of the sea and wave directions, for designing open-sea offshore platforms, and for routing ships in the North Pacific.

The beginning of the undertaking was the award by the Maritime Administration of a $282,000 two-year contract to the Sea Use Council, which will oversee the project. The Council is a group formed by the States of Alaska, Washington, Oregon, and Hawaii to coordinate regional oceanographic studies.

A primary feature of the project will be the installation of a specially-designed wave gauge and data acquisition system on the top of Cobb Seamount, an underwater extinct volcano rising to within 110 feet of the surface in the Pacific about 270 miles southwest of Seattle, Washington. Data tapes obtained by this instrument package will be compared with information recorded by Tuckermeters, or wave gauges, placed aboard ships that will be routed to pass in the vicinity of the seamount.

Of nearly 2,000 seamounts that have been identified thus far (almost all of them of volcanic origin) Cobb Seamount comes closest to the surface. As a result, it is ideal for ocean research projects. Also, the seamount top is subject to the scouring action of the waves.

The plan is for a diving team from the University of Washington to place the instrument package on the seamount in September,

1972, and to return and retrieve it in February, 1973. The team will secure the package to rock to keep it from being dislodged or washed away.

Recordings taken by the instrument package will provide data on wave action during the rough weather of the 1972-73 winter season. Meanwhile, the ships equipped with the Tuckermeters will pass near the seamount for the next two winters, and their recordings can be checked with those of the seamount gauge after the latter has been brought to the surface.

Why the double-check

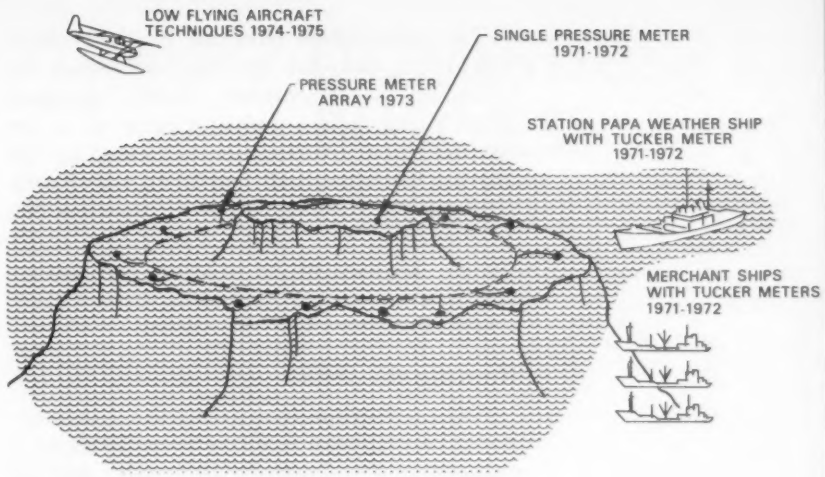
The reason for the double-check is that the Tuckermeter's accuracy has always been upset by the rolling motion of the ship on which it is placed. The seamount instrument package, however, will be able to measure a wave 79 feet high and 250 feet in length within 12.5 centimeters (less than five inches) of actual wave height. This is the largest wave that can be measured with present instruments, and it is much higher than the most formidable waves usually encountered—even tidal waves.

There is a definite relationship between wave height and the pressure which is exerted on ship hulls. For this reason, researchers are interested in learning the height of the largest waves and when they occur. Both the gauge to be placed on the seamount and the Tuckermeters measure water pressure, and from this measurement a reading may be obtained as to the height of the wave.

At present, an attempt is being made to predict wave height and the time when the high ones occur. This is being done by an uncertain and unsatisfactory system involving the use of anemometers, or wind measuring instruments, combined with on-the-spot state of the sea observations. By correlation of the two, a rough estimate is made of wave height.

Additionally, Merchant ships participating in the research will have gauges installed aboard them to measure stresses on their hulls resulting from wave pressures.

The importance of the work, from the standpoint of ship design, is that more accurate wave pressure and resultant ship stress information will furnish a guide to construction of more seaworthy ships. If it is found that a 10 percent saving may be made in the steel used to build a seaworthy ship, the cost of ship construction can be reduced. If, on the other hand, it is discovered that more steel is needed in a ship, the cost may be increased, but the ship will be more seaworthy and less likely to break up, and will have a longer life in the pounding waters.



SEAMOUNT—*The extinct underwater volcano, Cobb Seamount, located where it is in the Pacific Ocean, is an ideal center for tests carried out by ships and planes. A specially-designed wave gauge and data acquisition system can be placed on the top of Seamount, which is near the surface and subject to the scouring action of the waves.*

In the future, researchers hope to be able to place on Cobb Seamount an array of package instruments, such as the one to be installed. This would provide a better pattern of wave action, in addition to showing the direction of the waves which cannot be ascertained with one instrument package. The result would be invaluable to weather forecasters, since wave direction is a weather forecasting function.

Two of the ships to be used in the current research are the Japan Mail and the Philippine Mail, of the American Mail Line, Ltd. These are containerships of a class on which no sea stress data has been obtained with regard to operations in Pacific waters. Lockheed Shipbuilding and Construction Co., of Seattle, will install Tuckermeters and strain gauge recorders on these ships, and also process the data obtained by them.

The work aboard each ship will be monitored by ship officers assigned to the task, and by midshipmen from the U.S. Merchant Marine Academy at Kings Points, N.Y., serving aboard the ship. They will be instructed in the necessary procedures. Their duties will include maintaining a log of weather and sea conditions.

The information obtained by these ships will be augmented by that developed by Canadian oceanographic vessels equipped with Tuckermeters and operating on ocean Station Papa. This station is located at 145 degrees West longitude and 50 degrees North latitude, and for a large part of the time lies windward of the Alaska-West Coast trade routes. Because of its location, the station encounters weather and seas before they reach the eastern Gulf of Alaska.

Routing the ships

Wave and wind data gathered by the station is of importance to commercial shipping engaged in the Trans-Pacific trades and in the determination of hull strength required for vessels to be used in the Alaska oil and liquefied gas trades.

In addition to the Japan Mail and the Philippine Mail, the Canadian vessels can be routed to pass in the vicinity of Cobb Seamount so that the data recorded by them can be checked with that of the undersea gauge.

The information developed by the project will be turned over to the Webb Institute of Naval Architecture, where it will be used to: statistically describe weather conditions likely to be experienced by ships on the North Pacific trade route between the West Coast and Japan; make a detailed study of 10 or 20 cases in which both wind and wave data have been recorded simultaneously and draw conclusions regarding their correlation; make a long-term prediction of stresses to be expected on this trade route over a period of 20 years or more; and convert stress results to bending moments used in ship design calculations.

In addition to the present research, more information will be required in years to come to make engineering judgments with regard to ships on more than a small sample basis. There is a definite need for an accurate, reliable, low-cost shipboard wave gauge. The development of such a guage is at this time a major technological challenge.

—Maritime Administration

CHILD'S PLAY—*This wave as it pounds the shore has become a plaything for a child and his board. Its force and strength at its beginning far out at sea, however, is the subject of the two-year research project that has been initiated by the Maritime Administration with the Sea Use Council.*

DOMESTIC BUSINESS REPORT

- Maritime industry united for U.S.-flag fleet
- Business backs Nixon's freeze request
- Economic developments get new life and money
- Reserve fleet anchorages on the way out
- Container-packaging shipments on the rise

Maritime Industry Displaying Unity In Promoting U.S.-Flag Fleet Patronage

"We have to try to instill in the American shipper the spirit of nationalism that all other major maritime nations display in favoring their ships for the transport of their cargoes," asserted Paul H. Richardson, president of Sea-Land Services, Inc., chairman of a 33-member board of governors of the National Maritime Council.

Increasing patronage

The traditionally fragmented American maritime industry displayed unprecedented unity in embarking on a drive to increase shipper patronage of the American merchant marine.

Richardson set the tempo of the nationwide drive to promote more cargoes for U.S.-flag merchant ships during a meeting of members of the Council in Washington, D.C., late last month. The NMC members, who include leading officials of major shipping lines, shipyards, seafaring and shipbuilding labor unions, will lead the move to get importers, exporters and freight forwarders to use more U.S.-flag ships.

Less than six percent of the United States' waterborne import-export trade moved in American-flag ships last year, Richardson noted, adding that "this low level of shipper patronage not only aggravates the Nation's already critical balance of payments problems, but also is impeding implementation of President Nixon's maritime program to revitalize the merchant marine."

He asserted that far greater shipper support is needed to enable American flag lines to line up the investment capital needed to undertake expanded ship construction programs. "The United States has the largest and most modern fleet of highly efficient containerships and barge carrying ships in the world today," Richardson declared, "Such ships offer superior service and rates competitive to those charged by foreign flag lines."

The NMC promotion of U.S. flag vessels was initiated by Asst. Secretary of Commerce for Maritime Affairs Andrew E. Gibson, who has long stressed that the maritime industry must work together to attract shipper support of the merchant marine.

Gibson, who will serve on the NMC executive committee, told the industry members that the Maritime Administration's office of market development, will be avail-

MEET IN WASHINGTON—*The National Maritime Council's Executive Committee is shown at a recent meeting in Washington, D.C. Seated from left are Asst. Secretary of Commerce for Maritime Affairs A. E. Gibson, Paul F. Richardson, president, Sea-Land Services, and chairman of NMC board of governors; Thomas W. Gleason, president, International Longshoremen's Assn.; and Paul Hall, president, Seafarers International Union. Standing from left are Robert E. Benedict, president, American Mail Lines; Edwin M. Hood, president, Shipbuildere Council of America; Thomas J. Smith, president, Farrell Lines; J. W. Clark, president, Delta Steamship Lines; Jessee Calhoon, president, National Marine Engineers Beneficial Assn.; Page Groton, ass't to president, Boilermakers union, and Mel Barisic, vice president, Nat'l Maritime Union.*

able to compile and analyze this Nation's foreign trade data to identify the leading shippers and quantify the types of cargoes they generate.

In addition to nationwide promotional activities, the NMC Regional Action groups will maintain direct contact with shippers and acquaint them with American-flag services. Chairmen of the regional groups are Eastern-James R. Barker, president, Moore-McCormick Lines, Inc., Central-Capt. J. W. Clark, president, Delta Steamship Lines, Inc., and Western-Robert E. Benedict, president, American Mail Lines, Ltd.

Secretary Stans, in a recent appeal to 1,200 leading exporters, wrote that the existence of a U.S. flag fleet of highly productive ships guarantees your access to the markets and to the raw materials of the world at reasonable rates and on predictable schedules, regardless of the vicissitudes of trade patterns or international political problems.

Use of U.S. flag ships will materially assist in alleviating the balance of payment problems and, in addition, liner rates, set by international conferences, are the same for both American and foreign lines for the same type of service.

The overwhelming response to Secretary Stans' letter was strong support of the merchant marine and the President's new maritime program.

"I am pleased to report a long standing policy of giving preference to U.S. carriers . . . we have asked all our shipping activities to review their operations to be sure that the policy is adhered to faithfully. . ." reported an automobile manufacturer.

A major chemical corporation said that many are the times we go out of our way to utilize American flag carriers as we realize the importance of the U.S. Merchant Marine and its contribution toward our economy and improvement in our balance of payments.

Other responses

A large appliance manufacturer uses U.S. vessels for 80 percent of its international shipments. An office equipment manufacturer uses U.S. flag ships for 80 percent of its exports and 75 percent of its imports.

Similar responses were received from major steel producers, tire and rubber companies, a major food processor, an important U.S. publishing company and a manufacturer of automatic data processing equipment.

—*Maritime Administration*

Business Backs President's Dividend Freeze Request

America's corporations are almost unanimously in voluntary compliance with President Nixon's request not to increase dividends during the wage-price freeze, Secretary Stans has reported.

The Secretary of Commerce said he has received 1,211 replies from corporations agreeing not to increase dividends during the freeze. Eight companies were not willing to comment on their position and 31 have not responded to Stans' telegram.

Noting that there is nothing in the law to restrict dividends, Stans said he sent telegrams to 1,250 corporations asking their response to President Nixon's request on Aug. 15 that corporations not increase dividends during the freeze.

When response from the remaining companies is in, Stans said, "I am confident we will have 99 percent positive compliance."

He held the press conference late last month to report on some aspects of the New Economic Policy and answer a few of the criticisms. Stans said he was distressed at the fact that the President's program was "being brought into the political arena at this time."

"The facts should control and not political fantasy and political speech writers," Stans asserted further.

"The position of business (going into phase two) is not favorable," Stans emphasized, "Profits are down . . . Profits are only four percent of the gross national product, while wages are 86 percent."

He added that if there is control on prices, this does restrict profits and a company that cannot increase profits is not going to get a windfall from the freeze.

Corporate profits have gone from between 8 and 9 percent at the end of World War II to only 4 percent today, the lowest level in 20 years, Stans continued. A chart on manufacturing profits tells the same story.

Secretary Stans said there are "strong evidences" of strength of the American economy—in retail sales, housing and others. But the "manufacturing sector is slow and certainly influenced by the rate of imports." He concluded that it will take a little while for the 10 percent surcharge to have its influence on the country's trade account. —*Office of the Secretary*

Banking Industry Project To Bolster Minority Banks With More Capital

A new closed-end investment company with a projected capitalization of $10 million is expected to supply needed capital to the Nation's minority-owned banks.

Minbanc Capital Corp., recently established by the American Bankers Association, will invest capital funds in non-voting securities of minority banks.

Twenty thousand shares of stock in the new corporation, described by ABA president Clifford C. Sommer as "an innovative answer to the urgent need to bolster an important segment of banking," will be offered at $500 per share to nearly 14,000 commercial bank members of the ABA. Individual banks may not own more than five percent of the company's stock.

Thomas W. McMahon Jr., chairman of the ABA Urban Affairs Committee, described the project as a "precedent-setting action for private industry."

"We are particularly excited because this venture marks a real effort on the part of a single industry to address and solve a problem unique to its own industry," McMahon concluded.

Although Minbanc will seek no voting control in the minority-owned banks to which it supplies capital, it may establish certain management criteria in advance of any capital injection, to insure its investment objectives are met.

"Historically, minority banks have been undercapitalized because the conventional sources of funds do not exist in their communities," according to NBA president William R. Hudgins.

Minority-owned banks which have been in operation at least three years will be eligible for assistance from Minbanc. These are banks in which at least 50 percent of the ownership is held by, or are managed by Negroes, Spanish-speaking Americans, Puerto Ricans, American Indians and other minorities in the United States.

"Minbanc is concentrating its efforts with the established minority banks because we believe it is in the best interest of all to assist those institutions which have demonstrated their capacity as full service banks," Sommer explained.

The new corporation's board will include retired bankers and private individuals representing minority groups. —*OMBE*

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

HUDSON COMMEMORATIVE—*Closing of the Hudson River Reserve Fleet anchorage is marked by a commemorative plaque. Shown from left are Commissioner Conrad L. Wirth, Town Supervisor Harold Grune, Ex-Fleet Superintendent Charles Gindroz, Deputy Ass't Secretary for Maritime Affairs Robert J. Blackwell, Regional Director Thomas A. King, and Nash Castro, general manager of commission.*

Reserve Fleet Anchorages Closing

Travelers motoring westward down the picturesque U.S. 9 highway near Stony Point, N.Y., will no longer be greeted by a familiar sight. The last of the nearly 200 World War II-built vessels moored at Tompkins Cove in the Hudson River National Defense Reserve Fleet during the past 25 years has gone. In place of the fleet now stands a plaque, attached to a boulder straddled by two ships' anchors, paying homage to this former fleet which gave such great service to the United States.

Phase-out program

The disappearance of the Hudson River Reserve Fleet is part of the Maritime Administration program to phase out these fleet anchorages. In 1950, a peak of 2,277 vessels were moored in eight National Defense Reserve Fleet anchorages located on the East, Gulf and West Coasts. Today only 700 ships remain in the reserve fleet and the number of anchorages has been reduced to five sites. In addition to the closing of the Hudson River fleet, anchorages at Astoria, Ore., and Wilmington, N.C., were previously closed.

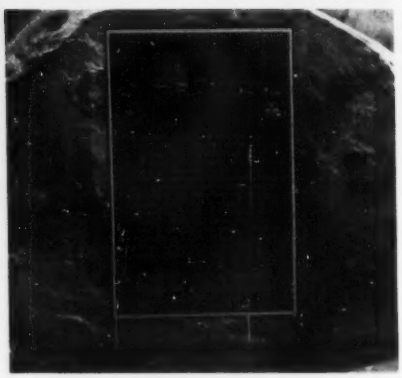
Two of the remaining five are also targeted for closing: Olympia, Wash., in 1972 and Mobile, Ala., in 1974. The three additional sites, Fort Eustis, Va.; Beaumont, Tex.; and Suisun Bay, Calif., will be used to retain the reserve fleet vessels considered suitable for reactivation after 1974.

Robert J. Blackwell, Deputy Assistant Secretary of Commerce for Maritime Affairs, presided at a ceremony at the site of the former fleet anchorage at Tompkins Cove last month, to unveil the plaque which stands in memoriam to this fleet. At these ceremonies, Blackwell called attention to the service these ships rendered to the Nation in both war and peace.

Blackwell noted that in addition to their service in World War II, these vessels were reactivated to supply logistic support to the U.S. armed forces during the Korean and Vietnam conflicts.

Additionally, many were pressed into service to alleviate the severe shipping shortage that developed as a result of the Suez Canal closing in 1956. In the 1950s and early 1960s, many of the ships served as floating silos to accommodate grain surpluses resulting from bumper harvests during that period.

The action to scrap obsolete vessels and to consolidate retention vessels in three locations benefit the U.S. Treasury in two ways. The sale of the ships for scrapping to date has produced $100 million, $18 million of which was realized during the past fiscal year. Additionally, annual savings of up to $1 million in maintenance and overhead costs are being realized by the closing of the three anchorages in Oregon, North Carolina and New York.



The plaque

Also participating in the New York ceremony were Commissioner Conrad L. Wirth, of the Palisades Interstate Park Commission; Town Supervisor Harold Grune of Stony Point; Nash Castro, General Manager of the Commission; and Thomas A. King, Eastern Region Director of the Maritime Administration.

Blackwell pointed out that President Nixon's maritime program will generate the construction of several hundred highly productive ships during this decade. "Each of these ships," he said, "will be the equivalent of from three to five of cobventional, World War II-built vessels."

—*Maritime Administration*

Federal Programs Get New Life And More Money

Federal economic development programs gained a new two-year lease on life in legislation recently signed by President Nixon, and a healthy increase in appropriations, approved by Congress.

President Nixon signed a two-year extension of the Public Works and Economic Development Act into law.

AUTO MECHANICS—*Using the same equipment as in commercial garages where they will take jobs, Larry Vick, lying down, and Melvin Andrews, work on an auto in the shop in the EDA-assisted Power Mechanics Building in North Carolina.*

New appropriation

Congress appropriated $254,400,000 for the Economic Development Administration for fiscal 1972, an increase over the 1971 appropriation of $251,895,000. The EDA appropriations were included in the State, Justice Commerce Appropriation Bill.

The appropriations include $160 million for public works, $50 million for business loans, $20.9 million for planning and technical assistance, and $23.5 million for operations and administration.

In addition to extending the programs of the Economic Development Administration to June 30, 1973, the amendments authorized:

—Three-year designations for redevelopment areas.

—Designation of special areas for grants for public facilities to provide immediate jobs. These can be communities or neighborhoods having: (1) a large concentration of low-income persons; (2) substantial outmigration such as in rural areas; (3) substantial unemployment; or (4) an actual or threatened abrupt rise of unemployment due to the closing or curtailment of a major source of employment. Overall economic development programs are not required in these special areas.

—Grants for 100 percent of the project cost in special areas where the state or local government has exhausted its effective taxing and borrowing capacity for such purposes.

—Expenditures in the special areas of at least 25 percent, but not more than 35 percent, of all appropriations for public works grants.

—Designation as redevelopment areas counties that have a median family income not in excess of 50 percent of the national median.

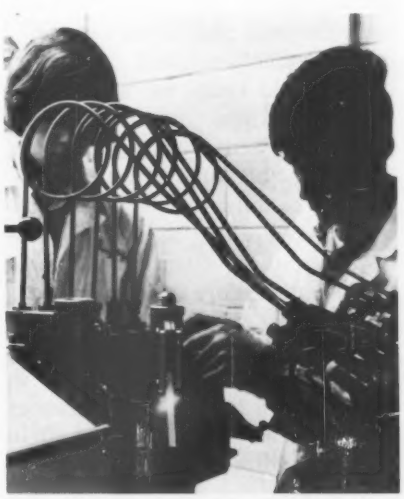
—Designation as redevelopment areas those areas where the per capita employment has declined significantly during the next preceding 10-year period for which statistics are available.

—Appropriations not to exceed $800 million for public works grants per fiscal year for the fiscal years ending June 30, 1972, and June 30, 1973. Funds authorized but not appropriated for the 1972 fiscal year may be appropriated for the fiscal year ending June 30, 1973.

The legislation also extends EDA's business development loan, technical assistance, research, and district programs at existing authorization levels for the two year period. It continues the growth center program and the 10 percent bonus for projects in redevelopment areas within designated economic development districts.

Extension of the acts also includes the programs of the New England, Ozarks, Upper Great Lakes, Four Corners and Coastal Plains Regional Commissions.

The Appalachian Regional Development Act Amendments extend that program for four years to June 30, 1975, with an authorization for $1.5 billion.—*EDA*



DIESEL TESTING EQUIPMENT—*EDA funds help supply the new Power Mechanics Building, N.C., with the same devices used in auto and truck shops.*

Container-Packaging Industry Shipments Expect Large Rise

The general uptrend in economic activity in the United States should cause the total value of shipments of containers and packaging materials to rise to $21.5 billion in 1971, five percent above the estimated dollar value in 1970.

First quarter report

This was the conclusion reached by Commerce's Bureau of Domestic Commerce in its report for the first 1971 quarter on trends and outlook in the containers and packaging industry. The Bureau said, however, that compared with the first quarter of 1970, demand for containers and packaging materials fell short in many sectors, reflecting price and pre-strike hedging factors in some industries and business conditions generally.

The Bureau's report for different sectors of the industry, and comparisons between the first 1971 quarter and first 1970 quarter, follow:

Metal cans: Despite a 28-day strike from mid-February to mid-March, the shipment rate in the first 1971 quarter was five percent above that for the first 1970 quarter. This reflected heavy pre-strike can production and inventory buildup and hedge buying by can-user industries. Composite cans and tubes were up three percent, and tubes and cores two percent.

Glass containers: In this industry, a strike was averted by the adoption of new three-year labor agreements before the old contracts expired. However, pre-strike and price inventory hedging contributed to a 10 percent decline in shipments in the first 1971 quarter as compared with the first 1970 quarter. Shipments of plastic bottles dropped one percent, due primarily to a reduction in shipments to the medical and health end-use group.

CONTAINERS FOR EVERYTHING—*From golf balls to sugar cubes to cheese and medical supplies, American consumers get their products in containers and packages of all sizes and shapes, contributing to a general upswing of a major U.S. industry.*

Various metal items: Metal crowns, the largest category in the container closures group, posted a two percent gain in the first 1971 quarter as compared with the first 1970 quarter. But steel shipping barrels and drums were down three percent, and steel shipping pails seven percent.

Paper and paperboard: Consumer demand was uneven. Dollar volume sales in rigid set-up paper boxes declined 13 percent, while folding paper boxes dropped six-tenths of one percent. Paperboard milk cartons rose two percent, and corrugated and solid fiber boxes six-tenths of one percent on the basis of square footage volume.

The Bureau reported that prices for most container and packaging items were higher in the first 1971 quarter than in the first 1970 quarter. Bureau of Labor Statistics wholesale price data showed increases ranging from one to 12 percent for various items. In a few instances, however, prices were lower than in the year before, especially for some of the raw materials used in containers and packaging production. For example, pig lead common 18.2 percent, and high-density polyethylene resin blow molding grade 7.7 percent.

Foreign trade in containers and packaging materials increased on both the export and import side in the first 1971 quarter as compared with the first 1970 quarter. U.S. exports of selected containers and packaging materials rose from $36.5 million to $40.4 million, a gain of 11 percent. Imports advanced from $14 million to $16.1 million, an increase of 15 percent. However, the export volume still was two and one-half times the import volume.

—Bureau of Domestic Commerce

Commerce Book Tells U.S. Story In 1971 Statistics

A New pocket-size encyclopedia of U.S. people today—where they live, work, play, spend their money—offers the businessman a handy composite of voluminous details from the 1970 Census of Population and Housing.

Spot facts provided

The 352-page *"Pocket Data Book USA 1971,"* published last month by the Census Bureau, provides spot facts such as:

—the number of people in Alaska or any other state and their characteristics,

—the exodus of Negroes from the South and where they've gone,

—the average size of the nation's households,

—the number of housing units in the United States and each of the states.

The book, third in a biennial series, goes beyond census data to include information on virtually all aspects of American life.

Tables show the number of people counted in the census in each state, in many cities, and much data on the characteristics of these people, including race, age, and their housing. The book shows how the United States compares with other countries in population, births, deaths, defense expenditures.

Two-part assembly

Information on government, production, income, education and other matters are assembled in two parts—a summary, presenting the facts in narrative and graphic form, and a collection of tables and additional graphic material divided into 28 subject matter sections.

Subject matter sections are population, vital statistics, immigration, area and climate, government, elections, national defense and veterans, law enforcement, labor, health, education, science, welfare, income, prices, parks and recreation, agriculture, forests and fisheries, business enterprise, manufactures, mining, construction and housing, transportation, communications, power, finance and insurance, distribution and services, as well as on foreign commerce.

Copies may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or from any of the Commerce field offices. The price is $1.75.

—Census Bureau

Coffee-Drinking Habit Sipping Up Inventories

The American coffee-drinking habit in the last year reduced stocks of green coffee in the United States, 84 percent of which are held by coffee roasters.

Green coffee

Information compiled by Commerce's Bureau of the Census shows that on June 30 inventories of green coffee in the U.S. totaled 3,064,000 bags, 12 percent below stocks on hand the year before. However, the total was 527,000 bags, or 21 percent greater than that at the close of the first quarter of 1971.

Imports of green coffee in the first half of 1971 amounted to 10,734,000 bags, or 2 percent above the total for the first half of 1970. Meanwhile, imports in the second 1971 quarter totaled 5,730,000 bags, 15 percent above the first quarter level.

Imports of roasted and soluble coffee in the first half of 1971 amounted to 502,000 bags, up 35 percent from the total imported in the first half of 1970.

First half figures

Coffee roasted in the first half of 1971, including that roasted for soluble use, totaled 9,924,000 bags, a decline of 6 percent from the total for the first half of last year. Coffee roasted for soluble use in the first half of 1971 amounted to 1,701,000 bags, a decrease of 4 percent from the amount roasted in the same period of 1970.

—Bureau of Domestic Commerce

Calendar For Businessmen

Oct. 6—Boston Heights, Ohio—"Community Betterment Through Government Resources" one-day conference. For information contact Commerce's Cleveland Field Office. Phone: 216-522-4750.

Oct. 6-8—Washington, D.C.—44th annual convention of National Bankers Association. For information contact National Bankers Association, 1325 Massachusetts Ave. Phone: 202-628-8188.

Oct. 8—Athens, Ohio—Appalachian Development Conference at Baker Center, Ohio University. For information contact John Beasley, district executive director. Phone: 614-374-9436.

Oct. 8-10—Chicago—Chicago Business Opportunity Fair at Conrad Hilton Hotel, sponsored by Chicago Economic Development Corp. For information contact Bennett Johnson. Phone: 312-353-4463.

Oct. 17-22—University of Illinois—Basic Industrial Development Course, American Industrial Development Council. For information contact Dr. Howard Roepke. Phone: 217-333-1322.

Oct. 21—Washington, D. C.—Pre-Business, sponsored by Howard University's Small Business Guidance and Development Center (SBG and DC) and Washington Regional Office of the Small Business Administration. For information contact SBG and DC. Phone: 202-636-7447.

SCIENCE & TECHNOLOGY REPORT

- Expedition to gather mineral mapping data
- Manmade pollution hasn't affected sun's radiation
- Four universities designated Sea Grant colleges
- Worn seatbelts need webbing test
- Proposed flammability standard
- World's largest testing machine
- Patents of special interest

Expedition To Gather Geophysical Data Useful For Mineral Mapping

Basic geophysical data expected to be invaluable when the mapping and exploitation of the world's marine mineral wealth becomes a necessity is being gathered by a scientific expedition currently examining a 1,000-mile-long ocean corridor connecting the Caribbean and Atlantic. Data obtained is also expected to better man's understanding of the evolutionary history of the planet.

This study is part of the longer international oceanographic investigation of the Caribbean area known officially as the Cooperative Investigation of the Caribbean and Adjacent Regions (CICAR) in which fifteen nations, other U.S. agencies and universities are participating.

Scientists working under Dr. George Peter of the Atlantic Oceanographic and Meteorological Laboratories at Miami, a part of Commerce's National Oceanic and Atmospheric Administration, are aboard the NOAA Ship *Researcher*, an oceanographic floating laboratory. It is equipped with the latest electronic instrumentation for conducting geophysical and geological studies at sea.

Defining boundaries

Working out of Barbados and Guadeloupe islands, the group will investigate an area between the Lesser Antilles Islands and the submerged Mid-Atlantic Ridge, a gigantic undersea mountain range extending the entire length of the Atlantic Ocean.

The three-year CICAR program is aimed at defining the boundaries of the earth's crustal plates, which formed under different conditions as North America drifted northwestward and South America southwestward away from Africa when the ancient continent of Pangaea started to break up some 200 million years ago. Under the crustal plate theory, the earth's crust is believed to be composed of gigantic rigid moving segments or plates.

By accurate measurements of the sea floor topography and the variations in the characteristics of the earth's magnetic and gravity fields, the scientists will be able to distinguish between the crusts of different origin.

The 1971 program calls for a series of systematic east-west oriented geophysical base lines, spaced approximately 20 nautical miles apart. During subsequent years the coverage will be increased and

sediments and rock samples will be collected and analyzed in cooperation with the University of Miami. All data will help to evaluate processes leading to potentially economical usable mineral resources in the ocean floor and to a better understanding of tectonic processes responsible for destructive earthquakes throughout the globe.

Current meters are also to be deployed in the deep ocean between Miami and Guadeloupe at a depth of more than three miles. Measurements by a similar set of meters earlier this year indicated bottom currents up to approximately one-fifth of a mile per hour, flowing in an opposite direction to the surface currents. —*NOAA*

Manmade Pollution Hasn't Yet Affected Sun's Radiation Through Upper Atmosphere, Two Scientists Find In Hawaiian Studies

Two scientists studying the upper atmosphere from atop Hawaii's Mauna Loa have determined that man has not contributed any increasing amount of dust or smoke to the upper atmosphere in the past 13 years.

The Hawaiian study by Howard T. Ellis and Dr. Rudolf F. Pueschel of the Atmospheric Physics and Chemistry Laboratory's Mauna Loa Observatory, a part of Commerce's National Oceanic and Atmospheric Administration, have found no persistent trend in what is called insolation, or the rate at which solar energy passes through the atmosphere.

According to Ellis and Pueschel, their findings support the hypothesis that on a global scale natural sources contribute more than man to the turbidity, or transparency, of the high atmosphere.

Turbidity is caused by aerosols, small foreign particles such as dust or smoke, that may remain in the atmosphere from days to years blocking solar radiation. The amount of blockage depends on the concentration, size and nature of the particles.

In addition to volcanoes, the major sources of aerosols include dust from deserts and from plowed fields during widespread drought conditions, sea spray, smoke and soot from forest fires.

The observatory from which the studies have been made is situated near the summit of Hawaii's 13,680-foot Mauna Loa. It is located away from local sources of contamination, such as cities and factories, and above the trade wind inversion, which behaves as a ceiling over stray smoke and soot below.

The data evaluation procedure employed by the two scientists also excludes the contributions of localized sources of pollution, such as volcanoes and human activity, in order to reflect only the global distribution of aerosols.

The NOAA scientists believe that their observations may well be representative of high-level atmospheric conditions for the Northern Hemisphere and possibly for the world as a whole.

Data from the observatory show that solar radiation reaching the earth is seasonally cyclical. That is, incoming sunlight is affected by seasonal variations in the atmosphere's general circulation, or by seasonal changes in the burning

NATURE'S POLLUTANT—*Despite man's increasing pollution of his environment around the globe, it is natural sources such as the concentrated power of volcanoes which contribute the highest rate of pollutants into the upper atmosphere and block the sun's rays, according to two scientists who have been studying the problem from atop Hawaii's Mauna Loa.*

rates of organic fuels, or by both. Any changes in this cycle would indicate man's contribution to global atmospheric turbidity.

Within the annual cycle, solar radiation passing through the stratosphere appeared to be affected more by natural than by manmade aerosols. This is because the concentrated power of volcanoes blows tremendous amounts of aerosols into the high atmosphere as compared to the relatively meager quantities of manmade aerosols that reach those altitude levels.

The Ellis-Pueschel data show that solar radiation at Mauna Loa abruptly decreased 1.5 percent following the March 17, 1963, eruption of Mt. Agung on Bali. At the South Pole, the observed drop in solar insolation was 5.3 percent.

—NOAA

Four Universities Designated Sea Grant Colleges

Four of the nation's major universities which have been active in the Sea Grant Program since its inception in 1966, have been designated Sea Grant Colleges by Secretary Stans in recent ceremonies at the Commerce Department.

The four are the University of Washington, the University of Rhode Island, Oregon State University, and Texas A & M University.

"This is an historic moment in the marine affairs of the nation and one in which the Commerce Department, as the national civil focus for oceanic matters, is proud to participate," said the Secretary.

"In the 19th century, the Land Grant College concept began to widen our national horizons in agricultural and mechanical arts. The Sea Grant College concept, working through existing institutions, will help America toward more effective development and conservation of our final unexplored frontier, the oceans," he added.

SEA GRANT COLLEGES—*Secretary Stans (right) designates Texas A & M University one of the first four Sea Grant Colleges. Receiving the certificate are Dr. John C. Calhoun, (left) head of the Texas institution's Sea Grant Program, and Dr. Jack K. Williams, President of the university. The University of Washington, the University of Rhode Island, and Oregon State University were also so designated during recent ceremonies at the Department of Commerce.*

More than $40 million

The National Sea Grant Program was inherited from the National Science Foundation by Commerce's National Oceanic and Atmospheric Administration when the latter was formed a year ago. With matching funds from states and other organizations, it makes possible grants to universities and other institutions, public and private, for research and development, education and training, and marine advisory services. Sea Grant programs roughly parallel those of the Land Grant Program.

In its first few years of operation, the Sea Grant Program has invested more than $40 million in projects in 27 states, the Virgin Islands, and the District of Columbia. Currently, there are approximately 90 active individual projects, and 13 institutional grants covering a total of 457 projects.

These fall in the areas of fisheries and aquaculture, ocean engineering, coastal zone resources management, marine pharmacology and pharmaceuticals, pollution, ecological studies, mineral resources, marine and coastal zone law and economics, biological oceanography, seafood science and technology, management and preservation of the environment, man in the sea, and physical and chemical oceanography.

Designation as a Sea Grant College, the Secretary said, is a high honor, symbolizing a mutual recognition of continuing responsibility by the Department of Commerce and the institution to maintain and develop the excellence and relevance of the institution's Sea Grant Program. *—NOAA*

Worn Seatbelts Need Webbing Test After Three Years Use, Study Finds

If the seatbelts in your car are more than three years old, better have them checked.

Sixty-eight percent of the well-used, three- to ten-year-old seatbelts tested recently at Commerce's National Bureau of Standards for the Department of Transportation were found to be unsafe, based on present Federal standards.

Automobile seatbelts appear to be weakened not only by repeated adjustment and use, but also by the mere passage of time after installation. How much they are weakened was studied by engineers of NBS's Office of Vehicle Systems Research (OVSR). Tests were conducted to assist DOT's National Highway Traffic Safety Administration set safety standards for automotive systems.

NBS engineers recommended routine testing of webbing by an easily used abrasion gage at safety inspection lanes, and replacement of weak belts and all seatbelts manufactured before 1964.

Repeated adjustments

Improvements to new occupant restraint systems are of no help to the majority of drivers and riders who are protected by last year's safety belt. For this reason, occupant restraint engineers at the OVSR tested used seatbelts to determine just how much they were weakened by exposure to light, dust, and abrasion with repeated adjustments. The investigation used seatbelts that were suspected of being unsafe and had been removed from service, 64 by the Atomic Energy Commission at its Savannah River, Ga., project and 18 from cars of the Washington, D.C. area. All except two were lap belts and all had been subjected to severe service.

The belts were first inspected for fading, dirt, abrasion, and for corrosion of the hardware. After tests of the buckling action, each belt was tested to failure in a tension apparatus.

Breakage of the webbing was the number one cause of failure. The breaks occurred frequently at points of abrasion—where belts had been worn at the anchor end and at the buckle end because of repeated length adjustments. Wear at these points can reduce the webbing strength of an older belt to a fraction of its initial value in just a few months.

Continued abrasion of the seatbelt webbing causes it to become thicker because of the appearance of "fur"—the protruding ends of broken fibers. This growth in thickness can be used as a measure of abrasion. A quick-reading thickness gage was developed at the Bureau to measure webbing thickness. It passes as a safe webbing one that has grown in thickness less than 0.015 inch, indicates "replace

CHECKING THE WEAR—*Physicist Claude Melton extends a seatbelt that has visibly deteriorated because of abrasion. He measures how many pounds force the seatbelt will withstand on the tensile test machine in the background.*

soon" for growth between 0.015 and 0.025 inch, and "definitely unsafe" for growth over 0.025 inch. Further development of this simple device should result in a gage that is ideal for use in auto safety inspection lanes.

Part of each belt is protected from fading in sunlight because of the way the belt is mounted in the car. The researchers tension-tested both ends and found the faded end of each belt to be considerably weaker.

The presence of dirt on the belt was appraised and found to reduce belt strength. Its long-continued presence could be a factor determining how much abrasion takes place, tests indicated.

Corrosion was not found to greatly affect the strength of the hardware of belts from the Savannah and Washington areas. However, buckles did not do well on the tilt lock angle test, which measures the capability of the webbing adjustment clamping device, and the release force tests. About 25 percent of them failed to lock at the 30 degree minimum between buckle base and webbing. Many buckles had latching and release defects.

—National Bureau of Standards

Proposed Mattress Flammability Standard Expected To Save Lives

To protect the public from death, personal injury or significant property damage resulting from bedding fires, the Department of Commerce has issued a proposed flammability standard for mattresses as part of its overall fabric flammability program.

The standard assures that all mattresses and mattress pads that comply will not burn after exposure to a lighted cigarette, the principal cause of mattress fires. Three cigarettes are burned on specified mattress locations both on the bare mattress and between two sheets on the mattress. If fire results, the mattress does not comply.

Bedding fires

"Every year a number of persons lose their lives in bedding fires," Commerce Secretary Stans said in announcing the proposed standard. "In one recent year, the Detroit Fire Department reported that 99 of 159 hotel fires, or 62 percent, were bedding fires, and that 35 deaths resulted. Similar statistics are reported from other cities," the Secretary said.

The proposed standard was developed at the National Bureau of Standards based on data from Detroit, Los Angeles, Washington, D.C.; Arlington, Va; Montgomery County, Maryland; and Oregon and California. Cooperating in the development of the standard were the American Society for Testing and Materials, the National Association of Bedding Manufacturers, and other manufacturers, retailers and consumer groups.

A sampling plan is included in the proposed standard to provide for a system of pre-market testing to assist in the detection of noncomplying mattresses before they are placed on the market.

Interested parties may comment on the standard within 30 days of its publication in the Federal Register. After these comments are received, they will be evaluated by the Department and a determination made as to the content and issuance of a final standard for mattresses.

—National Bureau of Standards

Patent Conference Set Oct. 20

The fifteenth annual conference of the Patent and Trademark Copyright Research Institute of George Washington University is scheduled for October 20 at the Shoreham Hotel, Washington, D.C.

Weather Stations To Make Pollution Prediction Reports

Early advisories of meteorological conditions conducive to severe air pollution will be provided state and local air pollution control agencies in future by 43 different weather stations covering the entire country from Maine to California.

The National Weather Service, a component of Commerce's National Oceanic and Atmospheric Administration, has designated 43 weather stations as Air Stagnation Advisory Offices (ASAOs). The new advisory offices are responsible for individual states or state-size areas, depending on topography and population distribution.

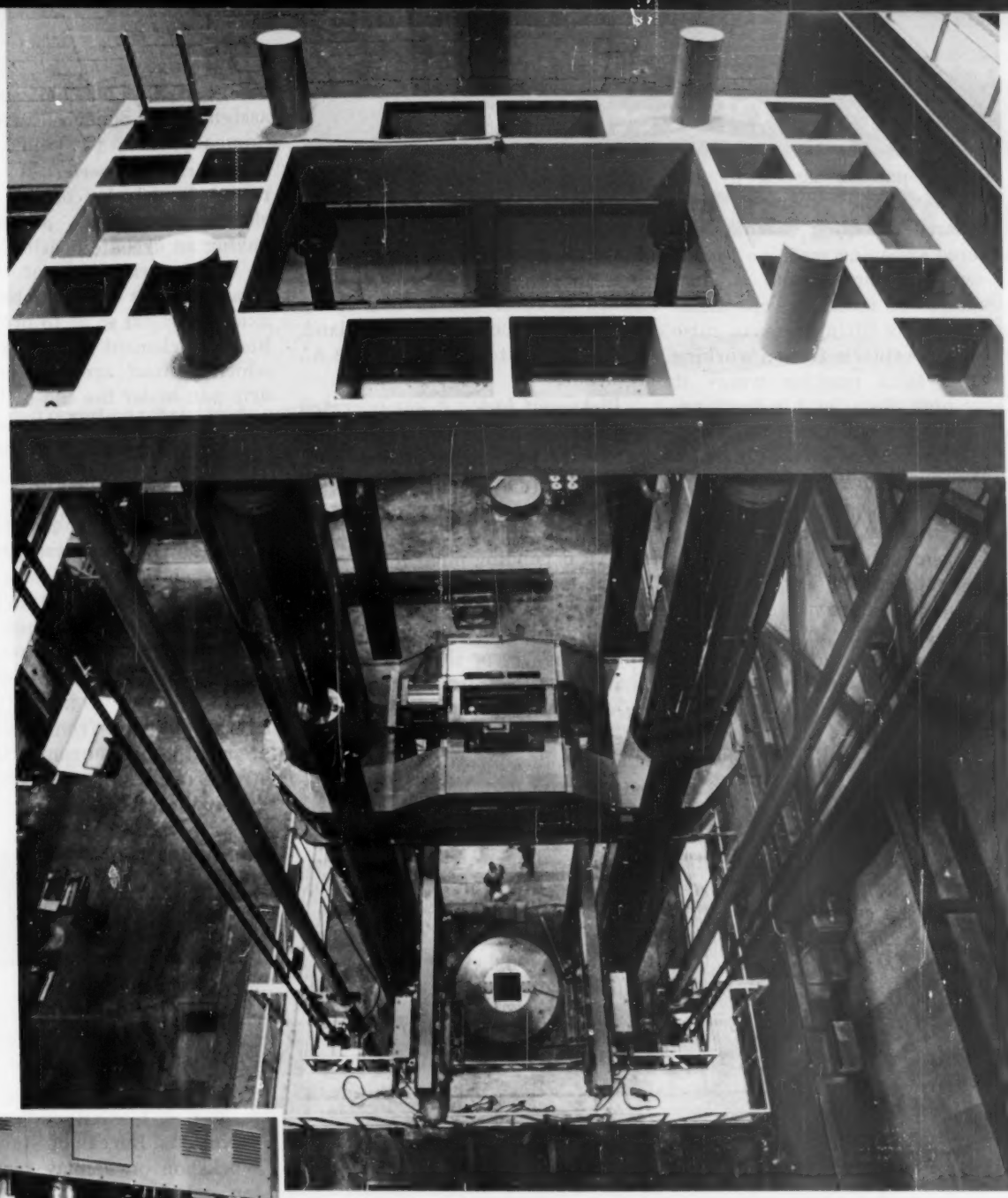
The ASAOs will provide predictions of the duration and termination of the emergency pollution episodes and will incorporate the Environmental Meteorological Support Unit (EMSUs) presently functioning in 14 of the cities designated for ASAOs and 12 EMSUs that are planned. The four-man EMSUs use instrumented balloons to measure the vertical structure of temperature and wind over cities.

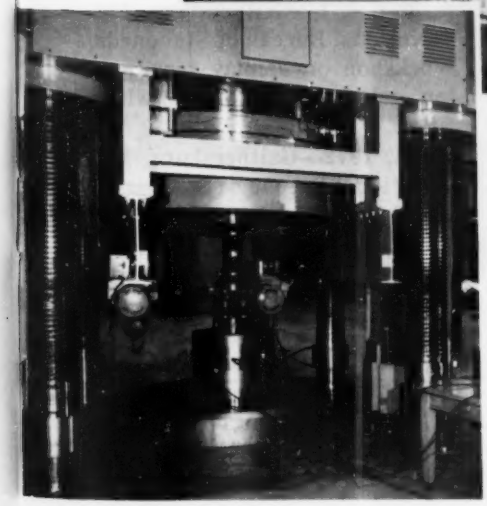
Absence of winds

Chief factors in stagnation situations are the absence of winds that disperse pollutants horizontally and a stable atmospheric layer which tends to inhibit vertical mixing through relatively deep layers.

The meteorologist who heads an EMSU unit has primary responsibility for preparation and issuance of Air Stagnation Advisories. In the absence of the EMSU meteorologist, specially designated forecasters at the weather station monitor meteorological conditions conducive to air stagnation.

—NOAA





WORLD'S LARGEST—*This 12-million-pound capacity testing machine which can apply forces of 12 million pounds in compression and six million in tension was put into operation last week by the Institute for Basic Standards of Commerce's National Bureau of Standards, Gaithersburg, Md., for testing full-scale structural components such as those used in bridges and high-rise buildings. It is believed to be the largest such device in the world and will enable the Bureau to keep abreast of the increasing need for large force measurements. The testing machine can also be used to apply forces for calibrating large capacity force-measuring devices such as those used to measure rocket thrust and for determining the pressure in rolling mills. The device is 101 feet high, 23 feet of which is below ground level, and is housed in a specially-designed building to accommodate its massive proportions. Structural beams up to 90 feet in length may be supported horizontally for tests. Force is generated hydraulically by a ram six feet, six inches in diameter with a power stroke of five feet. Designed by Wiedemann Machine Co., a predecessor of Satec Systems, Inc., Grove City, Pa., it was manufactured by E. W. Bliss Co., Salem, Ohio, and the major assembly was by McDowell-Wellman Co., of Cleveland, Ohio. This unique facility is expected to be used in cooperation with academic, industrial and government organizations in solving a wide variety of problems of national concern.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Powered sweeping machine. A powered sweeping machine having a sweeping brush and a dust receptacle to receive swept material including lifting arms to raise the dust receptacle from a working position to a position where it clears high obstacles for dumping. A forward curb brush is raised with the receptacle so that it is not in the way during the dumping operation. The dust receptacle is divided into an upper filter and a lower compartment. A door arrangement for the dividing wall between compartments is utilized to permit dumping material from the upper into the lower compartment. The curb-brush mounting to the receptacle includes structure to permit it to move in several different directions and to swing out of the way of obstructions. The sweeping machine is powered by a hydraulic motor with the wheel mounted directly on the shaft to simplify mounting construction. Patent No. 3,604,051 issued to Adolph H. Wendel and Richard G. Worwa, Minneapolis, Minn., and assigned to Tennant Company, Minneapolis.

Refuse disposal system. A refuse disposal method for disposing of garbage, trash, and similar refuse in which the refuse is ground to reduce its volume, irradiated and compacted, and may include steps for utilizing part or all of the components of the refuse. Patent No. 3,604,179 issued to Norman S. Lund, P. O. Box 246, Melbourne, Florida.

Electric timepiece. The invention relates to an electric timepiece with a driving regulator mechanism, the oscillations of which are electrically sustained by means of a transistorized circuit with at least two windings—a pickup and driving winding. This timepiece is characterized by two winding carrying plates, one of the plates carrying the transistor or transistors, as well as, at least one part of the other elements of the sustaining circuit. Patent No. 3,604,202 issued to Rene Besson and Remy Chopard, Neuchatel, Switzerland, and assigned to S. Ebouches S.A., Neuchatel.

Pickproof lock. A key-operated lock mechanism has a tumbler support carrying spring-loaded tumblers which may be moved in their keyhole passages by the fingers of a key insertable through a keyhole so that depending pins on a pivotal detent are aligned in an unlocked position. When in the locked position, the pins merely contact the upper surfaces of the tumblers. A guard depends from the detent between the keyhole and the keyway so that the key fingers lift the guard and upwardly pivot the detent upon movement of the key towards the keyway. The key has an aperture receiving the guard when the fingers align the tumbler holes with the detent pins to permit the detent to pivot downwardly into the unlocked position. Patent No. 3,604,231 issued to Feliciano P. Buschi, 504 W. 111th Street, New York, N.Y.

Cooking device. A device for quickly and uniformly cooking food products and especially meat patties including those in an initially frozen state without substantial loss of the flavor or juices of the products, the device having opposed burners positioned and oriented to simultaneously apply flames against opposite sides of the products or patties so as to cook them generally from their centers outwardly to their edges. It also contains means for supporting and positioning the products between the opposed burners for a predetermined time to cook the products to a desired final edible condition. Patent No. 3,604,336 issued to Donald E. Straub and others of St. Louis, Missouri and assigned to Schrybs Investment Company, Inc., St. Louis.

Vertical rotisserie. A vertical rotisserie which consists of an electric barbecue arrangement having an arcuate heating element in the general focus of which a rotatable spit is mounted. The axis is vertical so as to protect the heating element from drippings which instead are collected in a drip pan under the end of the spit. Patent No. 3,604,341 issued to James H. Coroneos, Frederick and Thistle Roads, Baltimore, Md.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

Nov. 12-13—Gaithersburg, Md.—National Bureau of Standards. Association of Computer Program Analysts, Potomac Valley Chapter.

Nov. 30-Dec. 1—Gaithersburg, Md.—National Bureau of Standards. Workshop on display terminals for teleprocessing and wired cities.

March 1, 1972—Gaithersburg, Md.—National Bureau of Standards. IEEE Computer Society.

March 22-24—Gaithersburg, Md.—National Bureau of Standards. Conference on Accuracy in Spectrophotometric, Fluorometric, and Phosphorometric Measurement.

April 24-27—Washington, D.C.—American Physical Society, Sheraton-Park Hotel.

October 4, 1971

International Commerce

- Roundup report on official trade actions
- Economic trends in African nations
- Argentina shuts off imports
- Overseas trade promotion schedule
- Summaries of specific investment opportunities

World Bank Credits Generate Business For U.S. Suppliers

Newsmemo

Should U.S. firms make an effort to promote the sale of their textiles and apparel in the Far East? Yes, say 25 American manufacturers who are in Hong Kong and Tokyo this week. They are members of a Commerce Department-sponsored trade mission that also has the backing of the American Apparel Manufacturers Association and the American Textile Manufacturers Institute. Northwest Orient Airlines is also a part of this promotion, using it to inaugurate 747 jet service between San Francisco and Hong Kong.

The textile makers' mission is the first by Commerce to promote sales of U.S. fabrics and clothing in the Far East. It is also the first time the Bureau of International Commerce has combined a trade mission with the use of the U.S. Trade Center in Tokyo. A three-day show of American-made textile items is being presented there to an invited group of Far East agents, distributors and buyers.

Tennessee beware. Neighboring Georgia is determined to recapture the place as top Southeastern exporter which it lost recently to the Volunteer State. The path back to the top has begun with a series of research studies, surveys of manufacturers, and seminars at Georgia State University. Results of the surveys have been published in the Atlanta Economic Review, Georgia State University School of Business Administration, 33 Gilmer St., S.E., Atlanta, Georgia, 30303. At $1 per copy, it's worth an examination by non-Georgians, too.

Georgia firms are being told to make greater use of the international trade specialists at the Atlanta and Savannah Field Offices of the U.S. Department of Commerce. And Georgia State University has set up a computerized international marketing system capable of identifying potential export markets and providing information on the overseas competition for several hundred products in each market. The system is tailored especially for Georgia's producers.

What do the cities of Marbella, on Spain's sunny Costa del Sol, and Grand Rapids, Michigan, have in common? They have been sites of successive technical seminars for the worldwide licensees of Kelvinator International. Grand Rapids last year and Marbella this year were effective places in which to discuss the latest U.S. developments in the major appliance field, including styling, quality control, manufacture of compressors, new refrigeration technology, advances in self-cleaning ranges, and cost reductions. The parent company and its overseas partners in technology both profit by these exchanges.

International Trade Winds

CHEMICALS—The world's largest ammonia plant, with a design capacity in excess of 1,700 tons a day, has gone onstream in Chiba, Japan, according to the M.W. Kellogg Co. of Houston, a division of Pullman, Inc. The Nihon Ammonia Co. facility was designed by Kellogg and constructed by Sumitomo Chemical Engineering Co., Tokyo. Kellogg also provided basic engineering, while Sumitomo completed the design engineering on the plant. Kellogg Technical Services Co., Tokyo, an affiliate of M.W. Kellogg, provided liaison and advisory services throughout the life of the project, and startup assistance as the plant neared completion. The facility, designed to operate on a wide range of feedstocks including butane, other light hydrocarbons and ethylene off-gas, is an extension of the basic single-train ammonia plant design developed by Kellogg and tested and improved in 32 such units presently in operation throughout the world.

CONSTRUCTION—The Badger-Tomoe Co., Ltd. has been awarded a contract by Purina Taiyo Pet Food Co., Ltd., Japan for engineering, procurement and construction services for the erection of a pet food plant. The facility will be built at Chiba City, Chiba Prefecture, Japan. Badger-Tomoe is owned jointly by the Badger Co., Inc., Cambridge, Mass., a subsidiary of Raytheon Co., and the Tomoe Engineering Co., Ltd., Tokyo. Purina Taiyo is a joint venture of Taiyo Fishery Co., Ltd., Japan and the Ralston Purina Co., St. Louis.

TRANSPORTATION EQUIPMENT—Midland-Ross Corp. has announced the licensing of companies in Australia and Argentina to manufacture railroad and automotive products based on its patents and manufacturing technology. Commonwealth Steel Co. Ltd., of Waratah, New South Wales, has been licensed to produce couplers, draft gears, freight car trucks and other equipment designed by the National Castings Division of Midland-Ross, for sale in Australia, New Zealand and other areas of the Southwest Pacific. Also, an agreement authorizing Talleres Electrometalurgicos S.A. of Buenos Aires to manufacture automotive brake systems for sale in Argentina has been expanded to include the Andean Common Market countries of Bolivia, Chile, Colombia, Ecuador and Peru. The license covers truck, trailer and passenger vacuum and air brake systems designed by the Power Controls Division of Midland-Ross.

World Bank's Activities Spur Substantial U.S. Sales

World Bank Group credits are now generating substantial business opportunities for U.S. suppliers.

The World Bank Group's annual report, released recently, shows development finance commitments to member countries by the World Bank and its two affiliates during the fiscal year ending June 30, 1971, of more than $2,500 million, an increase of about $280 million over the previous 12 months.

The year's commitments by organization are as follows: World Bank (International Bank for Reconstruction and Development) $1,896 million, IDA (International Development Association) $584 million, and IFC (International Finance Corporation) $101 million. In 1971 there were 155 loans authorized, a doubling of the average annual number of projects financed by the World Bank between 1964 and 1968. Disbursements of the World Bank Group increased by 30 percent during the year to a new record high of $1,190 million.

Procedures strengthened

In an effort to improve the U. S. supplier performance under World Bank-financed procurement, the U. S. Government has this year strengthened its procedures to assist American suppliers by improving the flow of information to them regarding Bank-originated business opportunities. It has also hired an expert from the business sector to recommend further changes. These efforts by the Departments of State, Treasury, Commerce, and the Export-Import Bank of the United States, working closely with the U. S. Executive Director of the World Bank, Robert Wieczorowski, have resulted in an acceleration and improvement in the identification and reporting of World Bank Group procurement opportunities.

A summary of projects under consideration within the World Bank and IDA is now made available to U. S. suppliers (See *Commerce Today*, Aug. 9, Page 57) on a periodic basis, and more frequently, through informal communication. This facilitates an earlier identification and communication of trade opportunities to U.S. businessmen than was previously possible.

Other developments announced by the World Bank Group in its report lay stress upon new initiatives within the Bank to improve the effectiveness of development lending, including:

► an acceleration of the recent comprehensive attack on problems of agricultural development. In the last three years, the Bank and IDA have lent almost as much for projects in this sector as in all their previous history.

► support for agricultural research.

► broadening of support for educational development, including special training for farmers and school drop-outs.

► for the first time the making of a loan specifically for pollution control.

► the launching of new studies in economic and social research to help developing countries come to grips with the problems of rapid urbanization and unemployment.

The Bank's report also provides an assessment of the debt-servicing outlook for the developing countries.

PHOTO ON PAGE 35—Peruvians load a freighter with fishmeal pellets at their country's new port of Pejerrey. World Bank funds helped develop the port.

The World Bank annual report discusses the pending replenishment of resources for IDA. In order to achieve its five-year goal the Group will have to maintain operations at the level of about $2,500 million over the next two fiscal years ending June 30, 1973. According to the Annual Report this will depend in part on the timing of the third replenishment of resources for IDA, the Bank's affiliate which relies on governmental contributions of funds for lending on "soft" terms to the poorest developing countries.

The U. S. contribution, which would total $960 million over the three years, represents a 40 percent share of a $2.4 billion increase in the resources of the Association now before member governments for approval. Other contributing governments as a group are to put up $1,440 million, or $3 for every $2 put up by the United States. The U. S. Congress is currently considering the proposed contribution. The table on Page 38 summarizes World Bank Group loans made during fiscal year 1970-71 according to purpose.

IFC in 15 countries

In another annual report, the International Finance Corporation, which is the World Bank's "window" for private investors, noted that in fiscal 1971 it had made 23 investments in 15 countries, as well as a regional investment, for a total of $101.4 million. Concurrently with IFC, others invested $332.1 million in the same enterprises—making a total, with the Corporation's investments, of $433.5 million for promotion of private enterprise in the less developed countries.

The bulk of IFC's investments during the year, about $88 million, were in support of 18 manufacturing enterprises in 11 countries: $26.6 million was invested in seven

World Bank Loans and IDA Credits

Fiscal 1971

Millions of U.S. dollars

Purpose	World Bank	IDA	Total
Agriculture	$ 191.0	$ 228.1	$ 419.1
Education	68.2	39.7	107.9
Telecommunications	104.7	90.8	195.5
Electric power	390.2	110.7	500.9
Transportation	573.2	77.9	651.1
Industry	32.0	—	32.0
Technical assistance	—	4.0	4.0
Development finance companies	253.0	—	253.0
Water supply & sewerage systems	187.5	3.0	188.7
Tourism	10.0	—	10.0
Population	3.0	4.8	7.8
General development	85.4	25.0	110.4
Totals	$1,896.4	$584.0	$2,480.4

Information and assistance on World Bank Group project opportunities are available from the Commerce Department, either through the Office of International Business Assistance of the Bureau of International Commerce (BIC-830), the Industry Divisions of the Office of Business Research and Analysis (BDC-700), or the Business Opportunities Staff of the Bureau of Domestic Commerce (BDC-584).

textile projects, in China, Indonesia (two), Iran, Lebanon, Mexico and Turkey; $21.9 million was invested in four enterprises, in Argentina, Indonesia, Lebanon, and Venezuela, for producing cement and other construction materials; $14 million in two chemical and petrochemical projects, in Brazil and the Philippines; $9 million in a project to manufacture trucks and buses in Yugoslavia; $4.9 million in two projects in the pulp and paper sector, in Brazil and Turkey; and $11.5 million in other manufacturing in Indonesia and Turkey.

Of these investments, $43.7 million were for the expansion of existing production in ten concerns and $44.2 million for the establishment of eight new enterprises. These companies produce, or will produce, synthetic fibers, cotton fabrics, cement, ceramic tiles and sanitary ware, commercial vehicles, a variety of petrochemical products and lubricants, and aluminum.

Other investors in enterprises assisted by IFC included 30 business firms and 44 financial institutions. Of these, 37 in developing countries put up $212 million of the $433 million total. Thirty-seven investors from industrialized countries committed $120 million. Business firms associated with IFC in its investments in fiscal 1971 included several U. S. companies: Amax Aluminum Co.; Celanese Corp.; Halcon International, Inc.; Inns of America; and Kaiser Cement & Gypsum Corp.

Pollution Control Mission Heads For Paris, Milan

The Commerce Department is organizing its second specialized trade mission in environmental control equipment and technology. U.S. firms in the field are invited to participate in the mission which will visit Paris and Milan, November 7-20.

The mission will be limited to eight members who will do business for their own firms and pay living and transportation costs. All operational expenses will be covered by Commerce.

Companies interested in joining or receiving further information concerning this mission should contact Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, or phone Robert A. Taft, 202-967-2798.

ASIE Offering Examinations In Trade Career Positions

Applications for examinations for career foreign trade specialists are being accepted up to Oct. 15 by the admissions committee of the American Society of International Executives.

The exams, to be held in cities across the country on Nov. 13, are being offered in these nine categories: certified documentary specialist; certified international executive in export management, traffic management, forwarding and air forwarding; qualified international executive in export management, traffic management, forwarding and air forwarding.

For information and appropriate study outlines, write: A.S.I.E., 734 Land Title Bldg., Philadelphia, Pa. 19110.

AMA To Discuss Trade With China

The American Management Association will hold a briefing at New York's Plaza Hotel on Nov. 1 to appraise the current revival of interest in trade with the People's Republic of China.

Speakers will include W. Graham Metson Jr., Office of Asian Communist Affairs, Department of State, and former Assistant Secretary of Commerce Lawrence C. McQuade, now President of Procon, Inc.

Write: ***American Management Association, 135 W. 50th St., New York, N.Y. 10020 (phone 212-586-8100).***

September Trade Actions Include Committee Studies

This article is another in a series of periodic reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy.

CONGRESS

Following summer recess, Congressional activity in both Houses focused on an examination of President Nixon's new economic program. The House Committee on Ways and Means received testimony from a number of witnesses, including Treasury Secretary Connally, Budget Director Shultz, and representatives of business and labor.

After a day of hearings on the international implications of the new economic policy, the Subcommittee on Foreign Economic Policy of the House Foreign Affairs Committee announced that it would resume consideration of the subject at a future date.

In the Senate, the Subcommittee on International Trade of the Senate Finance Committee held two days of hearings with witnesses from the State and Treasury Departments. Later, at an executive session of the Finance Committee, Secretary Connally answered questions pertaining to the international monetary situation and the import surcharge.

Other Committee Action: In a recent development, the House Agriculture Committee ordered favorably reported to the House a clean bill, H.R. 10729, to amend the Federal Insecticide, Fungicide and Rodenticide Act. The bill does not include an earlier proposal to ban farm imports from countries which do not have pesticide controls at least equal to those in the United States.

H.R. 8687, authorizing fiscal 1972 military procurement expenditures, was favorably reported by the Senate Armed Services Committee on Sept. 7. Section 503 of the bill prevents any prohibition against certain imports (including chrome ore) from free world countries if importation from Communist countries is not similarly prohibited.

Trade Legislation: Through Sept. 30, approximately 295 trade and related bills were introduced in the 92nd Congress. Of these, 85 were import quota bills for specific product groups and 8 were general orderly marketing bills, applicable when imports surpass stated levels of domestic consumption. Since the summer recess, no new quota or orderly marketing legislation has been introduced.

Other new legislation not previously reported in this column would: prohibit withdrawal, under certain circumstances, of merchandise from customs-bonded warehouses for exportation (H.R. 10532); amend section 5(b) of the Endangered Species Conservation Act of 1969, relating to the worldwide conservation of endangered species (H.J. Res. 873); prohibit the sale or importation of eyeglass frames or sunglasses made of cellulose nitrate or other flammable material (H.R. 10749); and amend the TSUS rate of duty on iron ore (H.R. 10823).

THE PRESIDENT

Williams Commission Report: On Sept. 13, the White House released the report prepared by the Presidential Commission on International Trade and Investment Policy (see *Commerce Today*, Sept. 20, pp. 33-34).

TARIFF COMMISSION

Escape-Clause Investigation — Marble: With its evenly divided report to the President on Sept. 11, the Tariff Commission completed the escape-clause investigation on marble and travertine products. The affirmative determination of Chairman Bedell and Commissioner Moore was based on their findings that competitive imports of marble and travertine products are increasing; that these imports would not be at their present level "but for" trade-agreement concessions; that threat of injury to the domestic firms producing marble and travertine products existed; and that imports were the major factor threatening injury. As a remedy, Chairman Bedell and Commissioner Moore recommended that the rates of duty on polished marble slabs be increased from 3 percent to 22.5 percent (50 percent above the statutory level) and that the tariff rates on travertine and other marble products be increased from 12.5 percent to the statutory level of 50 percent. The Commissioners also recommended adjustment assistance for firms and workers.

In a joint dissenting opinion, Commissioners Leonard and Young acknowledged that increased imports of marble and travertine products are contributing to the industry's difficulties, but concluded that the increased imports have not resulted in major part from trade agreement concessions.

Under the law, the President may consider the finding of either group as the finding of the Commission. If the President agrees with the affirmative finding of Chairman Bedell and Commissioner Moore, he may accept their recommendations or provide another remedy in accordance with provisions of the Trade Expansion Act.

Adjustment Assistance—Firms: Five new investigations have been opened by the Tariff Commission on behalf of firms alleging injury

due to increased imports. After examining each case, the Commission will determine whether the following firms are eligible for adjustment assistance: Wollensak, Inc., Rochester, N.Y. (optical elements); Bibb Mfg. Co., Inc., Macon, Ga. (yarns and fabrics); Allstar Products Inc., Defiance, Ohio (variable capacitors); Wisconsin Shoe Co., Milwaukee, Wis. (men's, women's and misses' footwear); and Rex Tanning Corp., Peabody, Mass. (tanning bovine leather).

Adjustment Assistance — Workers: The Tariff Commission has recently initiated investigations into the effects of imported footwear on seven petitioning groups of workers to determine eligibility to apply for adjustment assistance. These cases involve workers at the following plants: P. M. Footwear Corp., Lajas, Puerto Rico; Moca Shoes, Moca, Puerto Rico; B. E. Cole Co., Norway, Me.; Francine Shoe Co., Norway, Me.; Yabucoa Shoe Corp., Yabucoa, Puerto Rico; and Las Piedras Shoe Corp., Las Piedras, Puerto Rico.

Dumping Cases: On Sept. 22 and 23, the Tariff Commission held a joint hearing in connection with three investigations under the Antidumping Act of 1921 to determine whether the U.S. industry is being, or is likely to be, injured by the importation of clear sheet glass from France, Italy, and West Germany. Testimony was presented by representatives of the domestic producers, foreign firms and the Foreign Commerce Section of the U.S. Department of Justice. Decisions in all three investigations are due Nov. 3, 1971.

Section 337 (Unfair Import Competition) Cases: On Sept. 7, the Tariff Commission dismissed the preliminary inquiry instituted pursuant to a complaint filed on behalf of Controls Company of America, Melrose Park, Ill. The dismissal resulted from notification that the interested parties had settled the alleged infringement.

In other activity, the Commission resumed an earlier public hearing concerning alleged patent infringement by importers of certain panty hose. Representatives of the complainant, Tights, Inc., of Greensboro, N.C., and an importer testified (see *Commerce Today*, Apr. 5, Page 38, and Sept. 6, Page 40).

Production and Sales Report — Synthetic Organic Chemicals: The Tariff Commission recently released its 53rd annual report on production and sales of synthetic organic chemicals in the United States. The report, prepared from data supplied by more than 800 primary manufacturers, covers over 8,000 individual chemicals and chemical products.

Copies of the Commission's report, entitled "Synthetic Organic Chemicals, U.S. Production and Sales, 1969" (T.C. Publication No. 412) may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402, at $2 per copy.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department has initiated three new investigations under provisions of the Antidumping Act to determine whether or not the following products are being sold in the United States for less than fair value: color TV picture tubes from Japan; fire extinguishing foam from Canada; and metal parts for incandescent lighting and lamp manufacture (other than industrial) from Canada.

In another action, Treasury issued a final negative determination on Aug. 7 in regard to anhydrous aluminum chloride imports from Canada. The determination was based on information that the price to buyers in third countries or in the exporter's home market was lower than the price to buyers in the United States.

Labor—Adjustment Assistance: An additional 650 workers manufacturing sneakers at the B.F. Goodrich Footwear Co. in Watertown, Mass., have been certified by the Labor Department as eligible for adjustment assistance.

Agriculture — Fruit and Vegetable Imports: Pursuant to provisions of section 8(e) of the Agricultural Marketing Agreement Act of 1937, as amended, the Department of Agriculture issued new minimum grade and size requirements for imported dried prunes, effective Oct. 22.

Agriculture also announced new maturity requirements for imports of red potatoes effective between Sept. 16 and Oct. 31, 1971, and new grade, size and quality requirements applicable to red potatoes imported between Sept. 16 and June 30, 1972.

In addition, Agriculture extended until Nov. 30 the deadline for receipt of comments on a proposal to issue grade, size and maturity requirements for imported raisins.

Agriculture—Meat Imports: The Department of Agriculture has announced plans to make meat plants doing business solely within the Territories of Guam and the Virgin Islands subject to provisions of the Federal Meat Inspection Act.

INTERNATIONAL

GATT Council — Import Surcharge: The GATT Working Party which examined the U.S. temporary import surcharge submitted its report to the GATT Council for consideration on Sept. 16. The Council adopted the report and the conclusions of the Working Party. In view of the importance of this matter, the Council also decided to keep the surcharge on its agenda for close review. The U.S. representative stated in the Council that adoption of the report does not mean that the U.S. agrees with the views of other WP members as expressed in the report.

The report reflected foreign criticism of the surcharge. The U.S. delegation argued that the United States is entitled, under GATT

Article XII, to apply quantitative restrictions to safeguard its external financial position and balance of payments, but that it chose instead to apply the surcharge because it is less damaging to world trade. The U.S. delegation also maintained that only the surcharge and not other proposals in the Administration's new economic program, should be subject to review by the Working Party. In the Working Party meetings, the Administration's Domestic International Sales Corporation and investment tax credit proposals had also been the target of criticism.

Import Surcharge Further Amended

Additional rulings and clarifications continue to be issued on the supplemental duty and other aspects of the Administration's new economic program (see *Commerce Today*, Sept. 20, Page 34).

Coverage: The supplemental duty is not being applied to merchandise entering the Virgin Islands, Guam, or American Samoa as these insular possessions are not part of the customs territory of the United States. In addition, all articles grown or produced in the U.S. insular possessions or articles containing foreign materials valued at less than 50 percent of the total value, coming to the customs territory of the United States directly from such possessions, are exempt from normal duties and consequently are exempt from the supplemental duty. However, the supplemental duty is being applied to foreign merchandise entering Puerto Rico since it is part of the customs territory of the U.S.

The supplemental duty is also being assessed on U.S. imports from the Philippines which, under the Philippines Trade Agreement Revision Act of 1955, are normally dutiable at 80 percent of the Most-Favored-Nation rate. The duty is now assessed at 80 percent of the calculated duty (the MFN rate plus the supplemental duty) or 80 percent of the statutory rate, whichever is lower.

Also, dutiable merchandise ordered by mail from a foreign country and dutiable gifts valued at $10 or more, sent from a foreign country, are subject to the 10 percent additional duty.

Export Date: To be exempt from the additional duty, an article must have been exported before the equivalent local time of 12:01 a.m., Eastern Daylight Time, Aug. 16, 1971. Basically, the date of exportation is defined as the date the carrier leaves the jurisdiction of the country of exportation. When a ship calls at several ports in the same foreign country and leaves that country directly for the United States, the date the ship leaves each port is the date of exportation for goods laden at that port. When a ship calls at several ports in country A, proceeds to a port in Country B and loads and then returns to country A before leaving for the United States, the date of exportation for all merchandise laden in country A is the date the ship last leaves the jurisdiction of country A. The date of exportation for goods laden in country B is the date the ship left the jurisdiction of country B.

For example, if goods ordered from France are loaded on a ship in Marseilles and shipped directly to London on Aug. 14, but not shipped from London to the United States until Aug. 20, the export date for the goods loaded in Marseilles is Aug. 14, while the export date for the goods loaded in London is Aug. 20.

For goods shipped by rail or truck from Canada and Mexico to the United States, the exportation date is the date the carrier crossed the border into the United States.

Notice to Consumers: As previously determined by the Cost of Living Council (see *Commerce Today*, Sept. 20, page 34), sellers who do not absorb the total amount of the surcharge on imported goods must show on sales tickets or invoices the exact penny-for-penny amount passed on to the consumer.

In a new ruling, firms selling at retail to final consumers will also be in compliance if all the following conditions are met: 1) the price tag is marked, or distinctively colored, to indicate that the price of the item includes a portion or all of the import surcharge; 2) at least one sign (min. of 30 x 40 inches) is posted in a prominent place in the store and readily visible signs are posted at each cash register explaining the marking procedure and stating that the amount of duty passed on to the consumer is available on request; and 3) when the amount of the surcharge included in the price is not immediately available in the store, a form letter is provided upon request informing the customer of the amount of the supplemental duty.

Currency Fluctuations: An import price increase due to appreciation in the value of foreign currency in relation to the dollar is treated in exactly the same way as an increase arising from changes in world market prices. As previously ruled (see *Commerce Today*, Sept. 6, page 6), an import price increase due to a change in the world market price may be passed on so long as the product is neither physically transformed by the seller nor incorporated as a component of another product.

Refunds: If there has been an erroneous collection of the supplemental duty, the entry will be liquidated as soon as possible, and a refund will be processed. If immediate liquidation is not possible, and a refund is requested for the erroneous additional duty, appropriate action will be taken to authorize the refund without awaiting liquidation. In the case of withdrawals from warehouse, the refund, insofar as possible, will be made by adjustments on subsequent withdrawals.

Trade Fairs, Centers

Trade Centers Seek U.S. Exhibitors For Shows In Germany, U.K., Japan

Sophisticated materials for electronics: Germany. Producers of electronics equipment and components in Germany, whose output is expected to top $5 billion this year and to grow by 20-25% in 1972 and 1973, continue to look to the United States for the best quality and most advanced technology in materials. The U.S. Trade Center in Frankfurt will stage a show for American suppliers of such items from Jan. 17-21. Sales of more than $3 million resulted from a similar show in March 1970.

Best sales prospects

Market research indicates particularly good sales prospects for: plastics, adhesives, ceramics, chemicals, superconductors, ferrites and magnetic alloys, conductors, impregnating agents and sealing compounds, fibrous and layered materials, metallic and carbon resistance materials, piezo-electric materials, semiconductors, steam and gas depositing materials, and mica and synthetic mica for high temperature applications.

Contact Don Schmadel of the Commercial Exhibitions Program BIC-938, U.S. Department of Commerce, Washington, D.C. 20230. Phone: 202-967-4601.

Hi-fi and stereophonic equipment: U.K. Twenty U.S. companies or their agents will take part in the London Trade Center's Mar. 20-24 exhibition of hi-fi and stereophonic equipment, which has especially good market potential in the United Kingdom.

Participants will benefit from an extensive marketing research effort prior to the show, which will include: prospect identification, invitations to a select audience of potential buyers, point of purchase merchandising, a special "dealer day" promotion, late closings to accomodate consumer-visitors, and a multi-media promotion campaign.

For details, contact Lee Swift, Commercial Exhibitions Program, BIC-942, U.S. Department of Commerce, Washington, D.C. 20230. Phone: 202-967-4077.

Pulp and paper production equipment: Japan. Producers of pulp and paper production equipment will have an opportunity to display and sell their equipment and to develop new sales prospects at the U.S. Trade Center in Tokyo, March 13-18. An extensive pre-show promotion in Japan is designed to assure the attendance of the foremost buyers and users.

Supported by a rapidly increasing demand for pulp and paper, Japan has emerged as one of the world's foremost producers. It now ranks second, after the U.S. in the production of paper and paperboard, producing 12.9 million tons in 1970, an increase of almost 15% since 1969. Similarly, Japan has increased its pulp output, producing 8.8 million tons in 1970, to become third largest in the world.

Buying trends

A recent market study conducted in Japan revealed the following trends of Japanese pulp and paper manufacturers: applications of computers for controlling paper pulp and paper manufacturers: applications of computers for controlling paper pulp production processes and development of terminal apparatus; improvement of existing machinery, including installation of devices for eliminating public pollution; and development and merchandising of synthetic paper to replace conventional paper. Imports of related advanced U.S. machinery, instruments, control equipment, auxiliary capacity-increasing equipment, and accessories should find a ready market in Japan.

Call William E. Dawson at 202-967-5286, or write the Commercial Exhibitions Program, BIC-936, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Firms Invited To Shows In Egypt, Malta, Germany

U.S. firms have been invited to participate in international trade shows coming up in Malta, Egypt and Germany.

Malta's Sixteenth International Trade Fair, will be held at Naxxar from July 1-15, 1972. Inquiries should be addressed to the General Manager, Malta Trade Fair Corp., Naxxar.

The fifth annual **Cairo International Fair** will be held Mar. 2-23, 1972 at the Guezira Exhibition Grounds. Exhibits will display industrial machinery and materials, farm and fisheries equipment, measuring instruments, medical apparatus and supplies, and consumer goods. Application deadline is Dec. 15. **Write:** The Egyptian General Organization for International Exhibitions and Fairs, Exhibition Grounds, Guezira, Cairo, Arab Republic of Egypt.

An international exhibition **Paint 72** will be organized by the Cologne fair authorities from Oct. 26-29, 1972 on the occasion of the **German Painters' and Decorators' Convention** in Cologne. The exhibit will feature painting and lacquering work, vehicle and metal finishes, wallpapering, floor-laying work, gilding, signwriting and screen printing, surface protection work and special surface treatments, plastering, building and repair glazing, shop window advertising, auxiliary materials, tools, equipment and scaffolding, machines, plant and appliances.

U.S. IPEX Sales Top $9 Million

Exhibitors in the U.S. section at London's International Printing Machinery and Allied Trades Exhibition (IPEX) made almost $1.7 million in off-the-floor sales and expect a further $7.4 million in sales during the coming year as a result of their participation.

Sixteen of the 31 participating firms were seeking one or more agents, and at show's end 58 representatives had been signed and negotiations were under way with another 295. A total of 4,180 business visitors registered at the U.S. stand, and exhibitors reported that 5,346 sales leads were developed.

Many newcomers

More than half, or 16 of the exhibitors, were new to the U.K. market. The reports of individual firms' sales, actual and expected, ranged from $6,000 to $3 million. All exhibitors reported sales, with 25 making off-the-floor sales during the show.

THEY CAME TO BUY—*Some of the crowd at the U.S. exhibit at IPEX 71. The 4,188 visitors are expected to produce total sales of more than $9.1 million.*

Tokyo Electronics Show Produces Sales And Leads

The 32 U.S. firms exhibiting at Tokyo U.S. Trade Center's show on materials for the electronics industry reported a total of 2,681 sales leads developed during the week-long exhibit.

They also made $59,200 in immediate, off-the-floor sales and expect to sell $4.55 million more worth of their products in the coming year due to participation in the show.

Three firms went to Tokyo seeking an agent to represent their product in the Japanese market. One representative was signed while the show was under way and negotiations were started with eight others.

TRYING IT OUT—*Japanese businessmen test the epoxy die mounter displayed by Epoxy Technology, of Watertown, Mass. at the Tokyo Trade Center's show of Materials for the Electronics Industry.*

Int'l Building Exhibition Set For Canada In October

Examples of outstanding new architecture in Canada and modern building techniques and trends will be among the highlights of the International Building Exhibition to be held in Toronto Oct. 19-21. Sponsoring trade associations will add their "special dimension," with displays applying to their specific segment of the construction industry.

Concurrent with the exhibition, seminars will feature discussions with panelists in all fields of the building industry. Seminar cosponsors are the Royal Architectural Institute of Canada, Association of Consulting Engineers of Canada (Ontario Chapter), Specification Writers Association of Canada, and the Daily Commercial News.

PLENTY OF HELP—*P. Brazendale (center), of the U.K.'s Institute of Naval Medicine, is flanked by exhibitors' representatives as he views Hewlett-Packard's multichannel analyzers on display at the London Trade Center's Nucleonics show. Exhibitors praised the high quality of visitors invited by the Trade Center.*

Nucleonics Draws Targeted Audience To London Center

The Nucleonics Instrumentation Exhibition at the U.S. Trade Center in London drew a carefully pinpointed attendance of 512 registered visitors, and the 17 exhibitors appreciated this response.

"The promotional company did an excellent job in inviting the proper people," said H. Phykitt of Teledyne Isotopes; "The blue-ribbon guests were of a very high caliber saleswise," according to A. C. Ketteringham of Nuclear Data Inc.; and D. Slater, nuclear sales manager for Hewlett-Packard, found that "the quality of those who attended was first class."

A total of $45,920 off-the-floor sales and $1.065 million in projected sales over the twelve months following the exhibit bears out their remarks.

The single exhibitor looking for an agent to represent his products in the U.K. market had signed his man before the exhibition closed.

FINDING CONNECTIONS—*R. Whittlessey, of Sims-Worms International, (right) discusses his firm's exhibit with two business visitors at the International Electronics and Computer Exhibition in London. Many agents were signed by U.S. firms.*

London Electronics Show Yields Top Crop Of Agents

"We were looking for 12 agents; we got 14, with 8 more likely to be named within a month." That is how a Commerce Department specialist summarizes the U.S. participation in London's recent International Electronics and Computer Exhibition, at which 51 U.S. exhibitors made $5.5 million in prospective and off-the-floor sales.

The bumper crop of agents resulted when firms which had only been looking for an outlet in the United Kingdom also found suitable representatives from other countries at the international event, which included exhibits from France, Bulgaria, Israel, and buyers from all over the world. Total attendance topped 57,000.

Worldwide Business Outlook

Ivory Coast Maintains Momentum In Second Decade Of Independence

In economic terms, Ivory Coast is probably the most successful of the newly independent states of tropical Africa, according to the U.S. Embassy in Abidjan. This West African nation's gross domestic product for ten years has grown at better than 11 percent per year.

Sets new goals

Since Aug. 7, 1970, when Ivory Coast celebrated its tenth anniversary of independence, the nation has been consciously taking a number of steps to define goals for the second decade. Political continuity was assured by the congress of the single political party (the PDCI) in October 1970 and by national elections in November. Stretched across the podium of the party congress was a banner which read "We won the battle for political independence, and we shall win the battle for economic independence."

This slogan sets the tone of the reassessment, and the drive toward self-sufficiency, Ivorianization of employment, and export diversification, which spells economic independence, will certainly dominate this "Decade of Development."

Not open to debate is one thing Ivorians are clearly decided to do in the 1970's: maintain the economic growth of the 1960's. The current year should see total GDP pass $1.6 billion and per capita GDP pass $300, the most outstanding achievement of any country in tropical Africa. Agricultural production has doubled, and industrial production has increased by nearly four times.

Speaking to the first party seminar in May 1971, the Minister of Finance left no doubt that the Government intends to continue the same economic policy it has followed since independence, in short an "economic liberalism" comprised of the following principles:

- ► Fundamental belief in private enterprise.
- ► Freedom of establishment to preserve competition.
- ► Free circulation of goods and persons.
- ► Special advantages for "priority" investors.
- ► Willingness to cooperate with all other countries.

On other occasions, the Minister has said the goal of economic independence requires renewed emphasis on three additional principles:

- ► Participation of Ivorian capital in new enterprises.
- ► Active promotion of Ivorian-owned enterprises.
- ► Rapid "Ivorianization" of management and employment.

The Minister is confident that all eight principles are compatible and that their application will permit Ivorians to become masters of their own economy without killing the goose that layed the golden egg. There is already clear evidence that the Government intends to encourage "Ivorianization" throughout the economy. Fortunately, an increasingly large number of educated Ivorians is coming available to fill new jobs and to replace some of the skilled foreigners on whom the continued good health of the economy of the Ivory Coast presently depends.

The nation's course is charted by the economic, social and cultural development plan for 1971-1975 which calls for more than $900 million (252 billion francs) in public investment over the five-year period. Requiring only $80 million in foreign aid, the plan would devote approximately 70 percent of the total investment to economic infrastructure and agricultural development and the remainder to social and cultural improvement. The plan is designed to maintain a real growth rate of 7.7 percent, to promote Ivorianization, and to achieve "a true transformation in the conditions of existence." These are ambitions beyond the means of most less-developed countries, but Ivory Coast's proven record of economic success inspires confidence that, so long as world demand for Ivorian exports remains strong, the investments foreseen by the plan will be achieved.

Ivory Coast offers many attractions for U.S. trade and investment. Relations between the two countries are close and friendly at all levels. Political stability and an avowed policy of openness to foreign investment—together with real incentives to attract such investment—make the Ivory Coast a model of development along lines wholly consistent with U.S. interests. Rising per capita incomes and the growing importance of Abidjan as an international center appeal increasingly to U.S. exporters seeking new national or regional markets.

Opportunities, obstacles

Ivory Coast confronts American business with opportunities as well as obstacles. The language of government and commerce is French. Business transactions and communications are still oriented toward France, but less so than in the past. Imports from the EEC countries receive preferential customs treatment, although the difference is not substantial. Opportunities continue to develop for U.S. firms, and, if an effort is made to overcome the obstacles, the Ivory Coast market can prove to be very profitable.

Ivory Coast is importing more from the United States. Goods and services worth about $30 million were received in 1970, an 8 percent increase over the previous year. At this relatively low rate, however, the difference between Ivorian exports to the United

THIS IS IVORY COAST—*A view of the Hotel Ivoire complex gives an idea of how far this West African country has advanced in a single decade of independence.*

States and purchases from the United States has widened into a gap, unfavorable to the United States, which is approaching $50 million a year.

Total Ivorian imports increased 24.8 percent in 1970, so the relatively inferior U.S. performance means a decreasing share of the Ivorian market (now about 7.5 percent). Imports from France increased at almost exactly the average rate, but the five other members of the European Economic Community sold 39.1 percent more in 1970 than in 1969. Last year may also represent the first important Japanese entry into the Ivorian market; though still only a third of what the United States sells, Japanese imports doubled in 1970.

America's competitive advantages were on display in March 1971 when UTA Airlines (seeking to promote travel to the United States) organized a popular America Week exhibition at the Hotel Ivoire. Prominent among the two dozen commercial displays were American-made refrigeration and air-conditioning equipment, computers and office machines, and specialty food products. Too large to come inside the hotel were the biggest selling items from America: heavy construction and handling machinery, trucks, and aircraft. Other products for which Ivory Coast represented a market of at least $300,000 in 1969 did not need to be displayed: kraft paper, synthetic textiles, food-processing machines, and other industrial equipment.

These examples of successful American salesmanship should not obscure opportunities for selling other articles. As the economy of Ivory Coast develops and demand for more varied and sophisticated products thus increases, U.S. traders should find the $400 million Ivorian market more and more attractive.

Additional needs

In addition to Kaiser Engineers, ESSO Exploration, and Intercontinental Hotels (which manages the Hotel Ivoire under contract), there are several small U.S. consulting firms established in Abidjan. Further development of agriculture, mining, and tourism should create additional needs for the kinds of expert assistance U.S. firms can provide.

American investment in Ivory Coast is estimated to lie somewhere between $30 and $40 million, traditionally concentrated in petroleum distribution and commercial banking. More recent investments have taken place in manufacturing, housing, diamond mining, development banking, fisheries, and hotels. Although far greater investments may occur in iron ore mining, for example, or the forest products industry, for the moment the value of new American investments is not great.

This is not through any lack of will on the part of the Ivorian Government. On the contrary, the Government has repeatedly expressed the desire for American investors to help Ivory Coast broaden the spectrum of nationalities participating in the economy, and liberal incentives are available for investors who contribute to the national development effort. The relatively low rate of American investment is also not due to lack of opportunity.

No one blames a businessman for choosing not to invest in Ivory Coast when he knows the facts and then judges opportunities elsewhere to be relatively more attractive, but it is unfortunate that Ivory Coast lies off the beaten track for most American businessmen, and investment opportunities too often fail to receive any consideration at all by potentially interested Americans. Unfamiliarity also inhibits many companies from entering a country with as many cultural differences and growing pains as Ivory Coast, but manifold opportunities deserve on the spot investigation, and it is likely that many could prove very rewarding to American investors.

A final remark goes back to the discussion at the beginning of this report which described how Ivorians are trying to achieve "economic independence" without compromising any of the principles responsible for their present economic success. An outcome of both policies is the creation of majority Ivorian-owned corporations in all sectors of the economy. Rather than limit the foreign investor, this has created additional opportunities for management and technical assistance as well as for minority investment. Manufacturers, trading firms, insurance companies, possibly even banks, are entering the Ivorian economy in this way. It should prove good business in the long run; today it is yet another possibility for American participation.

Southern Africa Nations Offer Unusual Investment Opportunities

Botswana, Lesotho and Swaziland offer the American businessman an unusual opportunity for investment in Africa. These three countries and the Republic of South Africa comprise the Southern Africa Customs Union. Thus, a firm located in one of these countries has duty-free access to a total market of 25 million people. Aggregate consumption expenditure in the Customs Union was nearly $12 billion in 1970. Moreover, the products of these three nations are readily marketable in all parts of the African continent.

Interest is growing

William J. McFadden of Commerce's Africa Division reports that investment opportunities in Botswana, Lesotho, and Swaziland appear most promising in the tourism and minerals sector, but there should also be good possibilities in agribusiness (including forest products), assembly operations, and other light industry. Foreign direct investment totals are not available for any of these countries, but international investment interest is known to be growing considerably. U.S. firms have investments in pineapple growing and processing (Swaziland), mining (Botswana) and hotels (Botswana, Lesotho, and Swaziland).

These three independent black-ruled nations are former British High Commission Territories, having received their independence during the past five years—Botswana on Sept. 30, 1966; Lesotho on Oct. 4, 1966; and Swaziland on Sept. 6, 1968. All three are members of the British Commonwealth. Nevertheless, they are actively seeking to expand their economic ties beyond the traditional orientation to the United Kingdom and the Republic of South Africa.

Each country has an economic development plan identifying projects and goals for specific sectors of the economy which the governments seek to realize in promoting orderly growth. Botswana's Five-Year Plan, with a target of 15 percent annual growth in gross domestic income, calls for government expenditures of almost $100 million. The Government of Lesotho plans to spend $40 million during the five-year period of its current Plan. That Government has set a 5 percent annual rate of growth in GDP as its goal. Swaziland intends to spend almost $33 million of public funds during its Five-Year Plan, which ends in 1974.

All three countries are attempting to improve the educational level of the population. The literacy rate in Lesotho, at 60 percent, is among the highest in Africa. In addition to technical schools that serve the needs of each country, the University of Botswana, Lesotho and Swaziland, located in Lesotho with branches in each of the other two countries, provides the training most required by all three developing countries.

The economies of these countries are predominately agrarian, but each country is making realistic efforts to reduce its dependence on the agricultural sector. Swaziland, for example, has been able to make significant gains in developing secondary industry. These industries include a pulp mill, several sawmills, a cotton ginnery, a manufacturer of valves and other mining equipment, and an American-owned cannery.

Agriculture presently accounts for roughly 50 percent of the GDP in Botswana, but major mining projects in that country should reduce this figure dramatically within the next five years. The giant Shashe project, which is a copper/nickel mining operation expected to cost about $200 million, will provide a significant boost to the GDP of the economy. Ancillary industries are expected to spring up as the project nears completion.

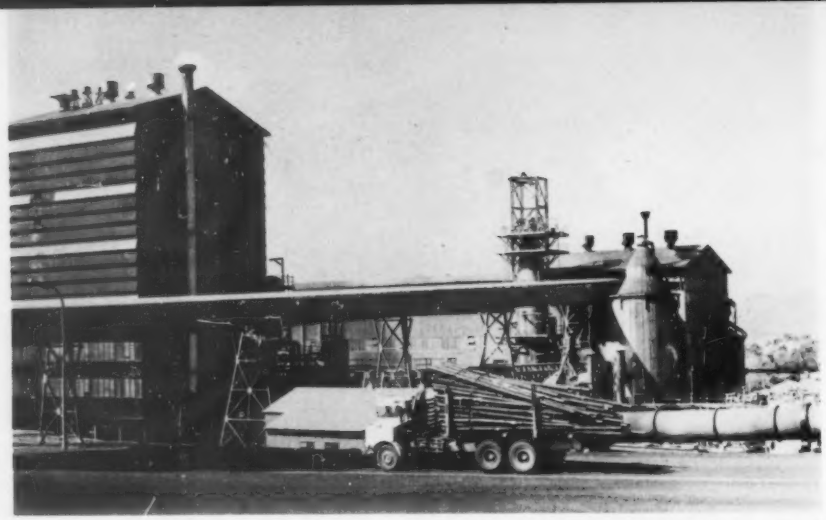
Lesotho, which is the most heavily dependent upon agriculture, has had some limited success in attracting foreign investment to its secondary industry. The Lesotho Development Corporation has reportedly successfully negotiated foreign financing for the manufacture of shoes and electrical fittings. Lesotho has a large, concentrated labor supply with a relatively high educational level.

With the exception of Swaziland's exports to the United Kingdom, South Africa is the major supplier and market of these countries. The major exports from the three countries are livestock, animal products, minerals and sugar. Machinery, transport equipment and food products are the principal imports.

Although landlocked, all three countries have access to seaports via rail facilities. There are also rail connections to South Africa from both Botswana and Lesotho. Swaziland does not have a rail connection to the Republic, but road, sea, and air links are adequate.

Take a good look

American businessmen considering the southern Africa area should take a good look at the very attractive investment climates of Botswana, Lesotho, and Swaziland. The governments of all three countries actively encourage foreign investment and provide liberal incentives to attract and retain industry. Each country has a governmental body or a quasi-governmental organization whose primary function is to work with potential foreign investors. The Botswana Development Corporation is the focal point for industrial development in that country. It has limited funds for financial assistance to prospective investors. In Lesotho, the National Development Corporation plays a similar



OPPORTUNITIES IN SOUTHERN AFRICA—*Botswana, Lesotho and Swaziland offer good investment possibilities in many areas. Above, a pulp mill in Swaziland.*

role. The Ministry of Commerce, Industry and Mines in Swaziland takes responsibility for the industrial development of that nation.

Among the incentives offered by these countries are long-term tax holidays, prepared industrial park sites, government-financed employee training and, in some instances, exclusive domestic market rights.

Investment incentive

The Customs Union Agreement itself constitutes a very significant investment incentive. The Agreement, which was renegotiated in 1969, provides for the free interchange of goods among the countries (including South Africa) and applies common tariff and trade regulations to goods imported from outside the common customs area.

Article 6 of the Agreement permits . . . "Botswana, Lesotho or Swaziland (to) levy additional duties on goods imported into its area to meet competition from other producers or manufacturers in the customs area . . ." after consulting the other parties to the Agreement. Article 7 provides that any one of these three countries may, with the concurrence of the other contracting parties, specify industries which presently are, or are likely to be, of major importance to the economy. Once an industry has been so specified and accepted, any subsequent consideration to reduce the external tariff relating to that industry must be agreed upon by all contracting parties.

A bilateral trade agreement exists between the Customs Union and members of the British Commonwealth. Under this agreement preferences are granted in a few selected items to the United Kingdom and other Commonwealth countries. Commonwealth preferences are likely to be phased out if and when the United Kingdom joins the EEC.

Exchange controls in effect in South Africa apply to the entire Customs Union. Imports of foreign exchange are virtually unrestricted and valid outward transfers of profits and capital are normally sanctioned.

The banking in all three countries is primarily handled by the Standard Bank and Barclays Bank. The financial capital of southern Africa, however, is located in Johannesburg. The South African rand, an internationally recognized and stable currency, is the medium of exchange.

Botswana's cattle industry seems to have a promising future. Government programs, aided by foreign assistance, aim to educate subsistence farmers in improving their animal husbandry skills. Current opportunities include a slaughterhouse, a cold storage warehouse, and a tannery.

Mineral extraction and processing also appear to offer lucrative investment possibilities. Coal and gypsum deposits exist and salt, soda ash, and sodium sulphate might be produced from the extensive Makarikari Salt Pan.

Botswana's nascent tourist industry will receive a major boost when the Botswana-Zambia road is completed. The Chobe Game Reserve has one of the largest concentrations of plains game in Africa, and Victoria Falls is close by, auguring well for the expansion of tourism.

Lesotho has few natural resources and no significant industrial development. The best immediate prospects for investment in that country are in the tourism sector. Lesotho's natural mountainous beauty, its areas for ski resort development, and its proximity to South Africa, all enhance its possibilities as a tourist center. Other prospects would include assembly operations for such items as agricultural and electronic equipment.

Suggested industries

The United Nations Industrial Development Organization recently developed a package of specific industries which offer potential in Swaziland. The industries suggested include a plant for making dry cell batteries, a warp knitting plant and an asbestos cement firm. Swaziland's timber resources offer further opportunities for development. UNIDO also reports profitable opportunities for an unbleeched pulp mill, paper and box manufacture, and a cigarette factory. Swaziland has an equally good potential for light industry and assembly operations.

Further information on the business environment of these countries is available in the various *Overseas Business Reports* published by the Department of Commerce. In addition, interested parties may contact the Africa Division, BIC/884, U.S. Department of Commerce, Washington, D.C. 20230, or the Embassies of the countries concerned.

Tanzanian Economy Remains Sound Despite Austerity, Business Slowdown

Tanzania is going through a period of Government austerity and sluggish private business activity, reports the U.S. Embassy in Dar es Salaam.

The Government, in an effort to tailor its desire for growth to available resources, has cut back on development spending and imposed measures designed to conserve its foreign exchange position. Private business, hit by these austerity measures and by the recent nationalization of rental housing, has slowed perceptibly in the urban areas.

Nonetheless, the position of the economy is sound: foreign exchange holdings hover around the level of four months of imports; despite austerity, the Government still plans to spend about $119 million in this fiscal year on development; and the outlook this year for agricultural exports, which provide the base for the economy, is a good one.

Tanzania's real gross domestic product rose by 5.2 percent in 1970. As the annual population growth rate is 2.7 percent, per capita net domestic product growth in 1970 was at the rate of 2.5 percent. Tanzania hopes to increase its gross growth rate to 6.5 percent annually, but appears unlikely to meet this target over the next year.

Tanzania has an impressive history of resource mobilization to finance its development. Tax revenues account for over 22 percent of the monetary GDP and internal capital formation as a proportion of the monetary GDP rose to the level of 26 percent in 1970. The country was able to finance about 65 percent of the development expenditures of the First Five-Year Plan from its own resources and is hoping to raise that figure to 69 percent in the Second Five-Year Plan, which began in 1969.

This level of financial mobilization has, however, strained the fiscal resources of the country, leading the Government to impose strict exchange controls on foreign transactions and a firm credit squeeze on both the private and government controlled sectors of the economy.

In addition, the Government has cut back its own spending on development: The 1971/72 budget provides for no new major development projects and indeed sharply curtails both development and recurrent spending in several key areas, including housing and agricultural production.

Drag on growth

These steps by the Government will naturally serve as a drag on growth during the coming year. It would appear that Tanzania is unlikely to exceed her present rate of growth without a significant additional input of resources from elsewhere. Despite its difficulties, however, the government's financial condition is basically sound.

Tanzania is developing its economy through a socialist program which calls for wide-spread government intervention in all major sectors of the economy and the abolition of practices which are considered exploitive of human beings. In pursuit of this policy the Government has increasingly preempted sectors of the economy previously dominated by private interests through nationalization measures.

Among the primary vehicles for Government intervention in the economy are a series of TVA-like semi-public corporations locally known as "parastatals." Two of the largest and most important of these organizations are the State Trading Corporation and the National Development Corporation.

The latest sector to be nationalized has been rental property valued at more than $14,000. This has had an immediate impact on the construction industry where private commercial building has now almost entirely ceased. This, combined with cutbacks in government spending plans, presages lean days for the construction sector in Tanzania over at least the next year. Moreover, the removal of both income and loan collateral from many businessmen in the distribution field has led to a significant dampening of business in the bazaars and shops of the urban areas.

Although there has been some pickup from the May/June nadir, business activity still is sluggish. Many private businessmen are now apparently questioning their future role in a socialist economy and, during the present somewhat confused period, they have not been disposed to invest heavily in inventory.

Small U.S. share

In 1970, the United States bought just over 9 percent ($22.6 million) of Tanzania's exports and provided just over 7 percent ($23.4 million) of the country's imports. The actual U.S. market in Tanzania is smaller than would be suggested by these figures since they include food imported into the country under P.L. 480 and the FAO's World Food Program. The statistics for 1970 also contain a one-time entry of a DC-9 purchased by East African Airways.

American businessmen seeking trade opportunities in Tanzania should initially look to the parastatal organization appropriate to their line of products. In most cases this will be a branch of the State Trading Corporation (STC). One of the aims of the STC is the provision of goods to the people and producers of Tanzania at the lowest possible price.

This cost sensitivity has led the STC to rationalize many of its markets by limiting the number of brands of a particular commodity which it will import. Cost and

terms are as important as quality in the STC's decisions on which brands to stock.

American producers of special and distinct products will continue to find a market in this country: more generalized exporters and particularly producers of consumer goods will face strong competition for this limited market from lower cost producers such as Japan, Hong Kong, and the People's Republic of China.

Fields of interest

Manufacturers of specialized machinery should also continue to find a limited market for their products here, particularly in the areas selected for future development by the National Development Corporation. Other fields of interest might be food processing machinery to service Tanzania's desire to expand her export markets and any of a host of items needed for Tanzania's growing tourist industry. This latter industry should experience continued growth over the next few years.

Investment opportunities in Tanzania are very limited. Any large scale investment would certainly have to be carried out as a joint venture with a parastatal organization.

Many businessmen are unaware of the opportunities which are open to them under the regulations of the various international aid and development organizations which generally require international tendering. Distance and freight differentials often discourage American suppliers from responding to those tenders.

However, American specialized products, particularly in technical fields such as road construction, enjoy a high reputation here and their supply, both through the purchasing departments of the various Ministries of the Tanzanian Government and through the medium of international tendering, could be a profitable opportunity for American business.

Ethiopia, In Early Development Stage, Presents Challenges To U.S. Suppliers

Ethiopia is at an earlier stage of development than many African countries, according to John R. Savage, Economic/Commercial Officer at the U.S. Embassy in Addis Ababa. The desire for development and for outside contacts and products only began to be felt some twenty years ago.

The traditional sector, largely non-monetized and beyond the reach of even the most primitive of feeder roads, remains vast. This restricts the market for imported goods chiefly to the affluent urban dwellers and to those associated with the growing number of aid-sponsored agricultural development projects.

In addition, the rugged, inward-looking, mountain individualism of the people combined with the relative lack of infrastructure presents obstacles and challenges to the American businessman interested in entering the market here.

Successful ventures

Among the more successful ventures in recent years have been agro-industrial projects geared for export. Here the most marketable American item is agricultural machinery. Because the agricultural sector continues to develop and is gradually evolving into a more rational and sophisticated pattern of production, processing and shipping, the market for durable and highly versatile American bulk-handling, storage and farm machinery is growing.

A current need is for preliminary investigation into methods of establishing rural service centers in promising agricultural centers. These centers, already under consideration by some local and foreign entrepreneurs, agricultural machinery manufacturers, and petroleum companies, will service and sell one make of equipment in a variety of fields.

In the field of agricultural equipment, as in many other fields, Ethiopian buyers are becoming far more discriminating, particularly regarding service after sales. Low prices or attractive new features can temporarily make inroads into a given market. But, as one successful businessman here reported recently after losing out on a major sale for equipment requiring after sales maintenance personnel as well as a certain inventory of replacement parts, "next year they will realize their mistake and eventually I will be asked to replace everything with my line which I can maintain".

Americans desiring to do business here, now and in the future, should choose their local representative wisely and then back him promptly and efficiently. It is a trait of Ethiopians to remember a slight for a long time. This can include a feeling of betrayal when badly needed equipment is lying idle for want of parts or qualified and willing maintenance personnel. In the same vein, it is becoming more and more common for Ethiopian businessmen handling foreign products to concentrate on representing a few lines enthusiastically and with a long-term commitment.

Get the best

To qualify for representation by the best of the Ethiopian businessmen, therefore, requires a willingness to back them completely, and a generally high sense of responsibility on the part of the manufacturers. This approach offers special opportunities for American firms with well-organized export divisions. On the other hand, dilatory response to requests from agents and sloppy shipping techniques will lose for the foreign firm both its market and its agent, quickly and possibly permanently.

With the prospective increase in

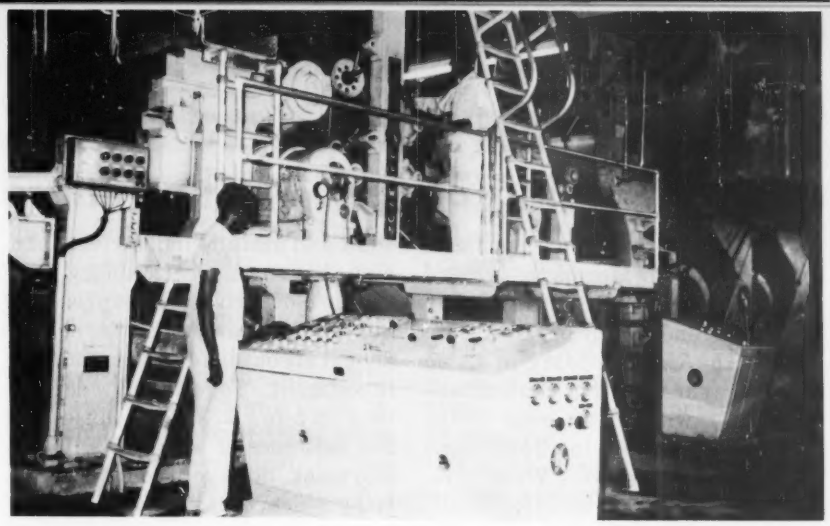
total foreign aid levels and a variety of new projects under way or in the planning stage, increased opportunities do exist for foreign suppliers. The country has wisely chosen to concentrate on agricultural and area development projects. The recent improvements in budgeting shown by the Ethiopian Ministry of Finance, with a greater percentage of funds being budgeted for development, will also increase the opportunity for the sale of agro-industrial equipment.

Ethiopia's greatest resource is its vast fertile land. Although progress in passing regulations for better use and administration of land and for encouraging greater production from the small tenant farmer is slow to say the least, certain private, governmental and foreign aid supported agricultural projects are being implemented rapidly.

In addition to the markets for U.S. agricultural and related machinery, new fields are opening up for specialized U.S. equipment as various other plans are implemented. A new sewage and water system is currently being considered for funding by the World Bank for Addis Ababa. The construction of five domestic all-weather airports is being planned by the Civil Aviation Authority.

Equipment for mineral surveys and exploitation may also sell well since copper has been discovered in large and marketable quantities near Asmara. Potash exploitation only awaits a rise in world prices. Test holes for oil will be drilled soon in five places in the Ogaden and several other minerals are considered to have a strong likelihood of being found in marketable quantities, based partly on discoveries made in similar geophysical areas in countries to the South which also lie along the Great Rift Valley.

Other priority projects are in the hydroelectric field. As these develop, American products ranging from dam construction machinery to turbines to high-voltage transmission equipment will have a potential market.



ETHIOPIAN INDUSTRY—*Parsons & Whittemore, Inc., New York, designed Ethiopia's first modern paper mill, located at Nazareth, 65 miles southeast of Addis Ababa.*

The target date to begin construction of an Earth Satellite station on Ethiopian soil is 1974 and should be of considerable interest to some American firms.

Ethiopia spends one-third of its capital budget, including external assistance funds, on roads programs. American road construction equipment is still the most respected and best selling here.

Another promising area of development is the tourism industry. Hitherto it has grown despite a lack of strong government support for the semi-autonomous Ethiopian Tourist Organization. Recently, however, new impetus has been given to this vast and relatively untapped resource. The Ethiopian Hotel and Tourist Investment Corporation has been established. Detailed studies have been completed on the best approach to the development of tourist facilities. One American company and one Israeli company are currently active in the field of tourist hotel construction, where there is plenty of room for competition. American style facilities should do well here and U.S. hotel and restaurant equipment manufacturing companies may find a large and growing market for their products.

Coffee continues to be the major source of foreign exchange earnings for Ethiopia, with the vast majority of the export crop going to the United States. Current efforts to upgrade the quality through the establishment of about 70 washing and pulping factories and coffee grading centers offer U.S. firms producing machinery of this type opportunities for sales in the near future.

Special requirements

Ethiopia, then, is a challenging market for Americans. It demands a pioneering spirit and a respect for the deep and proud tradition of this ancient Empire. In addition, U.S. and other foreign traders can sometimes experience unexpected and exasperating problems in efforts to sell here. The market is not large, and customs procedures and regulations have yet to formalize in a manner compatible with the Brussels Tariff Nomenclature. Foreign reserves are limited and credit is hard to come by.

The very real success here of several U.S. exporters can often be traced to a little extra effort in analyzing the market, carefully selecting an agent or representative and supporting the product after the sale has been made. Price remains of primary importance, but quality, after-sales service and a willingness and ability to develop the market and develop with the market are gaining in importance and are more significant in the long-run.

Togo Continues On Upward Swing; U.S. Is Gaining Bigger Market Share

The Togolese economy put in its best overall performance record during 1970, continuing a steady upward trend which began in late 1968. The U.S. Embassy in Lome reports encouraging indications that 1971 will see an even better performance record in all key areas of the economy of this West African country.

Production of the key commodities of phosphates and cocoa reached all-time highs, more than compensating for rather sharp declines in coffee and palm kernel outputs. Cash crop producers, numbering in the thousands, earned a record figure in 1970, while in the towns, thanks to an expanding job market and substantial pay increases, salaried workers also took home record sums. At the same time considerable expansion took place in Togo's modest but growing industrial base. Foreign trade, both exports and imports, rose apace.

A new five-year development plan is being launched this year with emphasis on rural economy, transportation infrastructure and light and medium industrial expansion. Togo's political stability, solid support of private enterprise and non-discriminatory trade policies should encourage foreign trade and investment. Togo's heavy dependence on a few key commodities and the existence of substantial unemployment, however, remain potential problem areas.

Best U.S. showing

American products, which in recent years have found a small but steadily growing market in Togo, turned in their best performance record in 1970 as U.S. exports rose by some 35.5 percent to reach a high of $3.7 million in value. The United States now ranks sixth among Togo's suppliers. This trend will probably continue at a rate which surpasses the overall growth rate of Togolese foreign trade. Togo's open door trade policy has assisted U.S. products to remain competitive. In addition, the reputation of American goods for their quality is well known in Togo and is also an influencing factor.

Imports of American heavy equipment and machinery, items which have traditionally sold well in Togo, rose to $1.3 million in 1970. As Togo's new road construction activities move on to higher and higher levels, U.S. construction equipment and related items should be in demand. With the current building boom, articles such as airconditioning equipment, metal doors and window sashes could also find a ready market.

Used clothing imports into Togo rose dramatically between 1966 and 1969 before leveling off at about 3,000 tons per year, with the United States providing the lion's share of the total. A word of caution is in order on this item, however, since local textile interests, including a powerful market women's association, feel that used clothing sales cut into general cloth sales. Thus, there is some pressure for quota or tariff restrictions on used clothes, though to date no controls have been introduced.

Imports into Togo of American cigarettes and raw tobacco spurted ahead by 300 percent in 1970. Imports of American tools quadrupled in 1970, but the sales figure is still only a modest $65,000. Disinfectants and insecticides are also selling well in Togo.

Togo's large free port area and efficient transit facilities are available to American exporters who might wish to conduct processing and distribution operations from a central point on the West African Coast.

To date almost all private American investment in Togo has been channeled into the extractive industries. W. R. Grace has a 37 percent interest in Togo's prosperous phosphate operation, which has been functioning since 1961. In 1969 a consortium of American petroleum interests, headed by Union Carbide and including Amerada, Ashland and Frontier, began exploratory drilling activities in Togo's offshore area. To date two wells have been completed and a third one is reportedly being considered.

On the financial side, the United States is represented by First National City Bank's 49 percent holding in the Banque International pour l'Afrique Occidentale. Other U.S. interests include Mobil and Texaco, which maintain chains of service stations throughout Togo.

The Togolese Government is interested in attracting American and other private interests into Togo. A liberal investment code, a tradition of cooperation with private foreign investors and favorable tax concessions are concrete expressions of this interest. Togo also can boast of its efficient port, a well-organized distribution system and a large reservoir of local manpower with a wide range of skills.

TOGO ROLLS ON—*Demand is growing for construction equipment. Above, the Togo-Dahomey-Nigeria road link.*

Adverse Political, Economic Factors Slow Sierra Leone

Because of a combination of adverse economic and political factors, the past year has not been a good one for Sierra Leone's economy.

The U.S. Embassy in Freetown notes that the West African country's heavy reliance on diamond exports was clearly evident in the previous two years, when increased production and sales of diamonds gave a lift to the economy. This reliance was just as manifest in 1970/71, when the world diamond market became depressed and Sierra Leone's diamond exports dropped.

The consequent economic stagnation was exacerbated by political instability and, to some extent, by the government's ambivalent attitude about private business enterprises in Sierra Leone. In general, government revenues did not meet expectations and, in addition, expenditures exceeded estimates. As a result, the Government had to grapple with a serious liquidity problem.

The world diamond market is still depressed and, although recently diamond production in Sierra Leone increased moderately, the outlook for the coming year is not too good. Given its financial difficulties, the Government will not be able to do much to infuse new life into the stagnant economy. Political stability seems to have returned, but local businessmen and potential investors from abroad are likely to be cautious.

American investments have been limited largely to a rutile mine, participation in a small oil refinery, partnership with the Government in a flour mill, distribution of petroleum products, a diamond cutting and polishing factory, and tuna processing.

The former metropole, Great Britain, continues to be Sierra Leone's largest trading partner, and provides stiff competition for the trade and investment opportunities that do exist in the country. The Japanese and Germans are also active and have increased their share of Sierra Leone's imports.

There are some hopes that oil will be discovered in the continental shelf and that tourism will be invigorated. But even if these hopes are realized, it is not likely to happen during 1971/72.

U.S. stake could grow

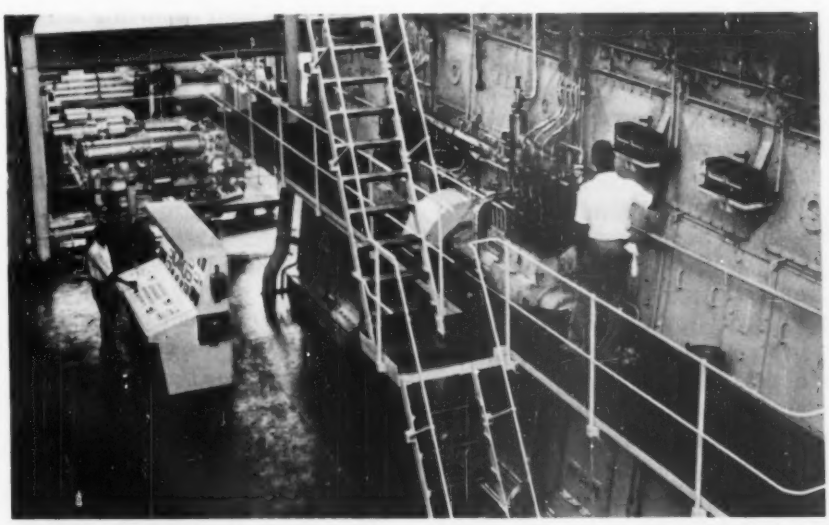
Although there are no indications of imminent activity in offshore oil drilling, if something does develop, American oil companies, which have been given exclusive rights of exploration, should be in an advantageous position. Thus, if there are profitably exploitable pools of oil in Sierra Leone's continental shelf, the stake of American business in Sierra Leone could increase substantially.

Despite the government's notable lack of vigor in publicizing Sierra Leone as a tourist attraction and aggressively encouraging foreign investment, the beauty of Sierra Leone's beaches should someday attract American or European tourism firms. Because of the very rudimentary state of infrastructure for tourism, initial private investment would have to be fairly high.

For this reason alone, the political-economic situation and the attitude of the Sierra Leone Government may have to show considerable change before someone will be willing to risk putting in capital. Investments may not be forthcoming right away, but long-range prospects for tourism could be good.

The dollar value of U.S. exports to and imports from Sierra Leone has never been very large. In 1970 the United States exported goods to Sierra Leone valued at $10 million. In turn, Sierra Leone sold $6.2 million worth of products to the United States. American purchases from Sierra Leone have been concentrated in coffee, diamonds and rutile. Sierra Leone's imports from the United States have consisted mainly of machinery and parts, wheat, and vegetable oils.

The same general pattern of commodities should continue. Sierra Leone's exports to the United States increased last year but, because of the cessation of rutile production, should decrease this year. The general economic situation does not seem any more auspicious for U.S.-Sierra Leone trade than it does for new investments.



SIERRA LEONE POWER STATION—*The King Tom facility near Freetown is ready to step up output when the nation's economy shakes its current slump.*

World Trade Actions

Argentine Imports Shut Off; Other Trade Moves Listed

Argentina: On Sept. 13 and until further notice, the Government virtually prohibited imports. This action was by a Central Bank direction to all institutions in Argentina permitted to operate in foreign exchange. These institutions were directed not to open documentary credits or any other bank instruments that cover new imports, and also not to transmit abroad documentary credits already formalized with clients.

The Argentine Government on Sept. 17 issued a decree which confirmed the prohibition of imports, with exceptions, from Sept. 10 through Oct. 31. Exceptions include personal (non-commercial) shipments, goods in Argentine ports or afloat on Sept. 10, and shipments consigned to diplomats and international organizations. The Minister of Industry, Commerce and Mining is to receive pleas for special consideration on hardship cases.

Suppliers considering forwarding goods to Argentina should assure themselves on availability of suitable funds outside Argentina and on effective arrangements to use such funds to make appropriate payments and also that the proper Argentina consular official will certify the export shipping documents.

Another decree established a split foreign exchange rate system as of Sept. 20. For commercial transactions applicable to receipts for exports and payments for imports and related services the official rate is five Argentine pesos to one U.S. dollar. All other permitted transactions involving foreign exchange, termed financial transactions, are subject to a floating rate determined by supply and demand.

Saudi Arabia: Mounting oil revenues have enabled Saudi Arabia to increase its budget 69 percent while making selective tax cuts. For the new fiscal year ending Aug. 11, 1972, Saudi Government expenditures and revenues will balance at $2.396 billion, with increased oil income contributing more than 90 percent of the Kingdom's receipts. Under the improved terms negotiated at Tehran last February, budgetary revenues from petroleum will climb 81 percent over their level in the year just ended.

This dramatic jump in income will permit Saudi Arabia to accelerate portions of its 1971-75 development plan and to undertake other projects that were sidelined by the lean budgets of the late sixties. Increases are programmed across a broad range of infrastructure development, including communications, roads, education, and municipal services. Agricultural and industrial development also are funded at higher levels; the budget includes the initial subscription to a $222 million investment fund for public sector industrial projects.

Hiking development spending while somewhat reducing taxes will spur the already healthy Saudi economy to even greater expansion. The growth in import demand, both for capital equipment and for consumer goods, will not be ignored by the United States' foreign competitors, whose increased payments for Saudi oil are contributing substantially to the Kingdom's prosperity.

Tunisia: The Sheraton Hammamet Hotel has formally opened in Tunis. Built and managed by ITT-Sheraton, the 208-bed hotel represents one of the newest American investments in the booming Tunisian tourist industry. The $2.5 million project was financed partly by a $1 million Cooley Loan. The Tunisian Ministry of Post and Telecommunication, which initiated the project, contributed about $100,000 to the project by providing 19 hectares of land.

Other U.S. firms involved in Tunisian tourism include Hilton's management contract with the Tunis Hilton, American Express interest in COFITOUR, a private finance company, and ESSO participation in a hotel project in Jerba.

Austria: The Government has extended and further liberalized its temporary unilateral tariff reductions in an effort to fight inflation. The following measures became effective July 1: (1) a six-month extension of existing unilateral tariff cuts; (2) a further reduction

Study Of Latin Agency Agreement Laws Issued

A study of recently enacted Latin American agency termination laws has just been completed by the Commerce Department's Bureau of International Commerce. A summary of the study, entitled "Regulation of Agency Agreements: A Developing Trend in the Western Hemisphere" includes digests of these laws in Argentina, Bolimia, Brazil, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Haiti, Honduras, Mexico, Panama, Puero Rico and Venezuela.

The report, issued by BIC's Foreign Business Practices Division, also includes articles on licensing, joint exporting, carnet and arbitration, and digests of foreign patent and trademark laws. It is available free from all Commerce Business Services Field Offices.

of tariffs on specific commodities in this group; and (3) inclusion of new products for which tariff reductions are also now available (see *International Commerce*, Dec. 1, 1969, p. 11). A total of 170 new products have been added to those already eligible for the temporary tariff reduction.

A complete list of such newly included products, and the new rates, is available from the Western Europe Division, BIC-888, U.S. Department of Commerce, 14th & E St. N.W., Washington, D.C. 20230.

Chile: On Aug. 30, the Chilean Central Bank prohibited the importation of machinery and equipment found in Chapters 84 and 85 of the Chilean Tariff Schedule either by removing the item from the permitted list or by placing the item on the list subject to the 10,000 percent prior deposit. Imports by Chilean Government agencies and imports from the Latin American Free Trade Association are exempt from the requirement.

Libya: According to the Libya News Agency (LNA), the Revolutionary Command Council enacted a new law on Aug. 27 dealing with control of import licenses. The press release says that the law is ". . . to organize imports to ensure quality for the Libyan people at the best available price." It is not yet known how rigid or comprehensive the new licensing requirement may be, but it appears that protection of local industry will be a consideration in granting import licenses. It is also possible that the importation of some commodities may be reserved to government organizations. Additional details will be published as they become available.

Spain: The Ministry of Commerce has issued a Resolution, effective Sept. 6, concerning the labeling requirement of imported foods containing artificial sweeteners. The binding portion of the resolution reads as follows: "On each box (or outside crate) and individual container of food products to which sodium or calcium cyclamates have been added, the presence of these sweeteners will be clearly stated on the labels, indicating the quantity added thereto, expressed in milligrams."

RAILROAD EQUIPMENT IN AUSTRIA—*Pictured above is a railroad track maintenance factory in Linz. Some machinery items are among the products the country recently has added to those already eligible for a temporary tariff reduction.*

France: A report on "Changes in the French Hotel Industry," published in the May issue of the Société Générale's monthly economic digest *Conjoncture*, is available free of charge by writing to the bank's branch at 66-68 Wall Street, New York, N.Y. 10005. A series of reports by the American Embassy in Paris on hotel and other construction projects in France is available without charge from the Commerce Department's Commercial Intelligence Division, BIC-924, Washington, D.C. 20230, or through any of the Department's 42 regional Field Offices; ask for reports DIB 71-04-605, DIB 71-04-606, DIB 71-07-009, DIB 71-07-602 and DIB 71-09-600.

Over 800 exhibitors, including 36 from the United States, will be participating in "Equip Hotel '71," the international hotel and restaurant equipment exhibition being held in Paris Oct. 14 through 25. Information on this show can be obtained from French Trade Shows, 1350 Avenue of the Americas, New York, N. Y. 10019.

Ghana: As reported in *Commerce Today* of July 26, the Bank of Ghana will not authorize payment for certain imported commodities unless the goods are accompanied by a certificate of inspection issued by the Superintendence Co., Inc., 67 Broad St., New York, N.Y. 10004.

The list of exports affected by this new regulation includes: certain canned meats and fish, milk, cream, rice, malt, sugar; pharmaceutical products, dyes, plastics, insecticides; tubes and tires, some textiles, optical and laboratory instruments; agricultural, textile, leather, milling, excavating, air conditioning, weighing, and spraying machinery; machine tools for working wood and plastics; and power cables and electric wires.

Prior to exporting the above goods to Ghana, the exporter

should send a pro-forma invoice (four copies) to his importer in Ghana, who then submits the invoice to the Bank for approval. The pro-forma invoice should bear a complete description of the quality, quantity and specification of the goods, along with both f.o.b. and c.i.f. prices.

When actual shipment of the goods is subsequently made, compliance with the specifications outlined in the pro-forma invoice is certified by the Superintendence Co. Inspection fees are paid by the Government of Ghana.

For additional information concerning exporting to Ghana, contact the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230. Tel. 202-967-2436.

Kuwait: Import duties have been raised on a number of items to protect new local industries from foreign competition. Duties on the following items have been increased to 15% ad valorem: cast iron products (household sewer pipe joints, asbestos pipe joints and covers for inspection, sewer and drain rooms and manual manholes); aluminum products (windows, doors, interior partitions); plastic products (sponges, mattresses, household wares); aerosol products (insecticides, furniture cleaning materials, glass cleaning materials, deodorizers); industrial paints; wooden furniture for bedrooms, living rooms and dining rooms; and packing materials (kraft paper bags used for packing foodstuffs and ready-made garments, white paper bags, nylon bags, white paper handbags and printed paper rolls); steel furniture (bedsteads, office desks, multipurpose cabinets, angles and shelves for making storage shelves); and hard biscuits.

These changes will become effective Nov. 1 for all imports for which a letter of credit was not opened before July 25. Import duties on most other items remain at 4% ad valorem.

Foreign Affiliates' Spending Is Expected To Gain Moderately

Foreign affiliates of U.S. corporations expect to increase their plant and equipment expenditures 12 percent to $14.7 billion in 1971 and 10 percent to $16.1 billion in 1972, according to the Commerce Department's Office of Business Economics.

The data are from the OBE semiannual survey of about 450 large U.S. firms, with approximately 4,800 foreign affiliates, conducted in June. The results do not reflect Pres. Nixon's economic policy changes of Aug. 15.

Compared with the 1970 increase of 21 percent, the current estimate of 1971 capital spending shows a considerable moderation in the rate of growth. The slowdown is centered in manufacturing, probably reflecting the reduced pace of economic activity in Europe. On the other hand, expenditures in the petroleum industry and in mining and smelting show substantial increases. In 1972, the pattern is expected to be reversed.

Prospects in Europe

European affiliates are expected to increase their spending by 9 percent in 1971, to $5.5 billion, and 14 percent in 1972, to $6.2 billion, compared with a rise of 20 percent in 1970 to $5 billion. This reflects a moderate 6 percent increase by manufacturing affiliates in the European Economic Community in 1971 and a planned 19 percent increase there in 1972.

European petroleum affiliates plan a 23 percent increase in the EEC in 1971 but are expected to reduce spending by 2 percent in 1972. Of outlays in Europe outside the EEC in both years, spending by manufacturing affiliates in the United Kingdom, and petroleum affiliates in the U. K., Denmark, Norway, and Spain should be notably higher.

Expenditures by affiliates in Canada are expected to increase 13 percent in 1971 and 10 percent in 1972, to $3.4 billion, compared with a 17 percent increase in 1970. The stepped up rate of spending is connected with the development of iron ore, nickel, and copper deposits.

Full details are given in "Plant and Equipment Expenditures by Foreign Affiliates of U.S. Corporations, 1970-1972," in the September issue of the *Survey of Current Business*, the monthly magazine of the Office of Business Economics.

Colombia Adopts New Patent, Trademark Law

New patent and trademark provisions to become effective Jan. 1, 1972, will lessen the scope of protection now available to patent owners in Colombia. However, trademark owners can secure specific protection under the new provisions for service and collective marks as well as product marks.

Duration of patent protection under the new law is limited to twelve years. There will be an initial grant of eight years, with a four-year extension if exploited in Colombia. Under the existing law, patents can be granted for a maximum of 20 years.

Trademark registrations

The new law specifically protects marks used for products, marks used to distinguish services, and collective marks used by associations or groups of firms to identify common characteristics relative to products sold or services rendered. Trademarks are registered for 10 years from date of grant and are renewable for 5 year periods indefinitely, as in the old law.

The new provisions are embodied in the Commercial Code (Decree No. 410, Mar. 27, 1971); volume 3, title I of the Code contains the new patent and trademark law.

For further details, contact the Foreign Business Practices Division, BIC-879, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-4471.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

U.S. Promotions Overseas

ITALY. Advanced Fluid Power Equipment Exhibition/Symposium. Italy's continued drive toward automating its industrial processes and manufactured equipment has created a market for fluid power equipment that is growing at a rate of 15-20 percent annually. Total Italian consumption of fluid power equipment for 1971 is estimated at $63 million. In 1970, Italy's imports rose nearly 21 percent to almost $15 billion. Market research has confirmed good sales opportunities for U.S. suppliers of motors, valves, pumps, servosystems, fluidic devices, and other fluid power equipment. Call 202-967-3968. Milan Trade Center. Nov. 23-27.

COLOMBIA, PANAMA, VENEZUELA. The U.S. Department of Commerce is organizing a U.S. Specialized Trade Mission in the field of finishing tools for the building and construction industry. The mission will go to three prime markets—Venezuela, Colombia and Panama—in the two-week period Nov. 29 through Dec. 10. The trade mission will feature a full day of product demonstrations at each city on its itinerary. In addition, each member of the mission will have an individual schedule of business appointments prepared in advance to meet his specific objectives. The mission will be limited to eight persons representing manufacturers of specialized machines and hand tools performing such tasks as fastening, insulating, sanding, plastering, cement finishing, floor laying, floor and wall finishing, spray painting, conduit hole-drilling, plumbing and pipe fitting. The Department of Commerce will pay the general operating expenses of the mission program. Each mission member is required to pay his own transportation and living expenses, and to share in the mission's entertainment expenses. Total cost is estimated at $970 for each member. Final deadline for enrollment will be Oct. 15. The mission's itinerary will be Panama City, Nov. 29-Dec. 1; Bogota, Dec. 2-7; Caracas, Dec. 8-10. This will be the first official U.S. trade mission specializing in finishing tools for the building industry. Further information can be obtained by calling the project officer, James W. Goodsell, in the Trade Missions Division of Commerce, 202-967-3904.

FRANCE. Selected Telecommunications Equipment. The French telecommunications sector offers a growing market for many types of advanced U.S. equipment as the French Government and private industry strive to modernize their communications systems. French consumption is expanding at a rate of 50 percent annually, and U.S. manufacturers hold a vast technological lead over other countries in this field. Call Chuck Whitley, 202-967-4961. Paris Trade Center. Dec. 6-10.

GERMANY. Eqtiipment for Vacuum & Cryogenic Research. American sales of vacuum and cryogenic equipment in Germany's market are largest for the more advanced and sophisticated lines. American industry has been a leader in the application of advanced high and ultra-high vacuum technology in research and in specialized cryogenic lines. Call George Kemp, 202-967-3088. Frankfurt Trade Center. Dec. 6-10.

JAPAN. Air & Water Pollution Control. Japan is suffering with the problems of pollution. Her great factory cities, Tokyo, Osaka-Kobe, Nagoya and Fukuoka, like their counterparts in the U.S. and Europe, are daily showered with tons of pollutants. Rivers are choked with industrial wastes. The Japanese Government has acted to put into force laws which will clean up Japan's air and water. Antipollution equipment produced in Japan is not being made in great enough quantity or variety to meet all demands, which are predicted reaching $450 million by 1975. A seminar will run concurrently with the show. Call Randy Miller, 202-967-3363. Off-site Tokyo Trade Center Exhibition. Dec. 6-11.

GERMANY. Sophisticated Materials for Electronics. German production of electronic equipment and components totaled more than $4.5 billion in 1970—and will top the $5 billion mark in 1971. Annual growth of 20-25 percent is forecast for 1972-73. Local German production of electronics, especially components, has been increasing, and this trend will be accelerated by two major factors: much greater use of electronics in consumer appliances, telecommunications, and automotive components; and fast rising needs for automation, traffic, and pollution controls. German electronics manufacturers continue to look to the United States for the best quality and most advanced technology in materials, and these are the most important factors in materials buying decisions. Call Don Schmadel, 202-967-4601. Frankfurt Trade Center. Jan. 17-21, 1972.

SCANDINAVIA. Metals Processing Equipment. The Scandinavian market for metals processing equipment is estimated at $450 million, of which imports account for 75 percent. U.S. suppliers provide $35 million of these imports, which are increasing substantially in all four Nordic countries. Sweden alone represents a $250 million market, to which U.S. firms supplied $20 million in equipment and $52 million in metals and minerals in 1969. Investment in the Swedish iron and steel industries is expected to reach $125 million annually between 1971 and 1975. Programs currently under way or planned call for increased outlays for advanced production equipment, process controls, test and measuring instruments, powder metals and related equipment, and special metals and super alloys. Call A. J. Beiring, 202-967-3713. Stockholm Trade Center. Jan. 24-29, 1972.

UNITED KINGDOM. Computer Graphics & Computer Aided Design. Market research indicates that graphic display equipment is of most interest to data processing managers in this, the fourth largest computer market in the world. The number of EDP users is increasing rapidly, and U.S. equipment is the dominant factor in the growing import market. Call Eugene F. Shaw, 202-967-3838. London Trade Center, Jan. 31-Feb. 4, 1972.

GERMANY. Nuclear Instrumentation and Equipment. Market research has identified a wide range of U.S. equipment having excellent sales potential in the Federal Republic of Germany. Instrumentation and equipment for high and low energy physics and for nuclear medicine applications, in-core instrumentation for reactors, and computerized instrumentation and measurement equipment are being sought by German buyers of nuclear equipment. By 1975, imports of U.S. nuclear-related equipment are expected to exceed $100 million yearly. Call Henry Weseloh, 202-967-2800. Frankfurt Trade Center. Feb. 21-24, 1972.

SCANDINAVIA. Hotel & Restaurant Equipment. In 1970 U.S. firms exported to the Nordic area institutional equipment and products valued at more than $30 million. Increased potential for sales of American goods in this area is being brought about by increased availability of capital; severe shortages of labor and its high cost, resulting in demand for labor-saving devices and systems; transformation from small family businesses to high volume accommodations and large-scale serving, made possible by industrial methods of food preparation and

management; economies of standardization and mass purchasing by large chains; a trend toward more food consumption outside the home; and rising tourism. Call John R. Crown II, 202-967-4421. Stockholm Trade Center. Feb. 21-26, 1972.

ITALY. Data Communications Equipment. This offers one of the best opportunities for U.S. firms to increase sales in the Italian EDP market, which is forecast at $160 million by the end of 1972. U.S. firms currently dominate this market, which is growing at a rate near 20 percent per year. Market research has identified good sales opportunities for U.S. suppliers of terminals and display systems, data transmission systems, data entry systems and converters, modems, and other similar or related equipment. Call 202-967-3944 or write U.S. Department of Commerce, BIC-944, Washington, D.C. 20230. Milan Trade Center. Feb. 22-26, 1972.

MEXICO. Metalworking Equipment and Controls. Imports of automatic metalworking equipment are estimated to have increased from $6 million in 1967 to over $25 million in 1970. Rapid industrialization and consequent need for higher and better quality production will require an increasing rate of importation of this type of equipment, of which up to 60 percent is supplied by U.S. producers.

Mexican buyers of advanced metalworking equipment and controls will come to the exhibition. Also, a select group of agents and distributors interested in establishing long-term business relationships with American firms will attend. Call Joe McNulty, 202-967-3350. Mexico City Trade Center, Mar. 6-10, 1972.

JAPAN. Pulp, Paper Manufacturing Equipment, Instruments and Supplies. Supported by a rapidly increasing demand for pulp and paper, Japan has emerged as one of the world's foremost producers. It now ranks second after the United States in the production of paper and paperboard, producing 12.9 million tons in 1970, an increase of almost 15 percent since 1969. Similarily, Japan has increased its lead in pulp production, producing 8.8 million tons in 1970, to become third largest in the world. To keep pace with the increased demand, sizeable investments in Japanese pulp and paper production facilities are being planned, providing a ready market for U.S. equipment. Call William E. Dawson, 202-967-5286. Tokyo Trade Center, Mar. 13-18, 1972.

ITALY. Analytical Laboratory Apparatus Exhibition. The Italian market for analytical laboratory apparatus continues to expand at 20 percent a year. The United States is the principal supplier of advanced analytical laboratory equipment to the Italian market. The show will include analytical laboratory apparatus for the chemical, biochemical, petrochemical, pharmaceutical, medical, food processing, metal mechanics, plastics and man-made fibers and pollution control industries, as well as for colleges of chemistry, biology, pharmacology, medicine and surgery, chemical engineering and agriculture, and public laboratories and hospitals, private hospitals and research centers. Call Sam Spauling 202-967-3968. Milan Trade Center, Mar. 14-18, 1972.

FRANCE. Minicomputers and Related Peripherals. The use of minicomputers in France is growing rapidly. French business concerns are aware of their need for automatic data processing and are becoming ready customers for small computers. The U.S. Trade Center show offers an opportunity to show small-scale computers and peripherals to one of the fastest growing markets for computer equipment. Sales of EDP equipment are growing at a rate of 20 percent annually and are expected to reach $900 million by 1974. Contact Gus Duda, 202-967-2434. Paris Trade Center, Mar. 20-24, 1972.

GERMANY. Pollution Control Equipment and Instrumentation. U.S. manufacturers can enlarge their share of the $1.3 billion German pollution control market by taking advantage of the great demand for American expertise by exhibiting air and water pollution sampling, measuring, analyzing, and control instrumentation, reverse osmosis systems, and "clean room" equipment. While Germany makes the most of its own pollution treatment equipment for its well-developed pollution control network, both German industry and government enforcement agencies continue to look to the United States for the best quality and most advanced technology, these being the most important factors in their purchasing decisions. Call Lee Swift, Jr. 202-967-4461. Frankfurt Trade Center, Mar. 20-24, 1972.

SCANDINAVIA. Building Products and Construction Equipment. Scandinavian markets for building products and construction equipment have been booming for the past several years, and continued growth in construction activity is forecast through 1975. U.S. exports of building products to the four Nordic countries expanded by 89 percent in the last three years to a total of over $24.8 million. U.S. exports of construction equipment expanded by 30 percent during the same three years to over $31.6 million. A survey of leading builders, contractors, architects, and sub-contractors, as well as distributors of building products and construction equipment, reveals very high interest in seeing the latest and best in U.S. equipment and products. Call C. E. Walls on 202-967-4256. U.S. Trade Center for Scandinavia, Mar. 20-25, 1972.

UNITED KINGDOM. High Fidelity and Stereophonic Equipment. With reductions in the personal income tax and consumer goods taxes as well as easing of terms of the hire purchase (installment buying) regulations, the British personal audio equipment buyer finds conditions favorable to acquire the high quality U.S. equipment he admires. Exhibitors will benefit from a "Dealer Day" promotion and late closing to accommodate consumer visitors. Invitations will go to a select audience of distributors and retailers; a contest will galvanize customer attendance interest. Call Lee W. Swift Jr. 202-967-4461. London Trade Center, Mar. 20-24, 1972.

UNITED KINGDOM. Transducer Instrumentation Exhibition. Growth in electronic monitoring and control has focussed British interest in latest U.S. developments in the transducer instrumentation field. A special survey has found prospects for a variety of American instrumentation equipment with applications in advanced industrial and research fields. For information call Henry Weseloh, 202-967-2800. London Trade Center, April 17-21, 1972.

MEXICO. Industrial Process and Analytical Instrumentation. The Mexican market for this type instrumentation will total about $40 million annually by the end of 1971. Imports are expected to account for $35 million of the country's needs with the U.S. share of the market estimated at $24 million. The Mexican Government encourages manufactured goods exports, and is urging industrialists to modernize production and quality control testing facilities; this has increased the demand for advanced instruments. This exhibition offers U.S. suppliers an excellent opportunity to introduce or expand sales in a growing market where new U.S. Trade Center facilities have recently been inaugurated. Call Jim Blow, 202-967-4565. Mexico City Trade Center. April 24-28, 1972.

UNITED KINGDOM. Materials Management Equipment. British buyers are seeking new and more sophisticated equipment and systems to fill their materials handling needs. Rapidly rising labor costs, coupled with tax incentives for capital investments, are encouraging

Sales opportunities in U.S. commercial exhibitions, trade fairs and solo exhibitions and 20 shows at the nine U.S. Trade Centers are being offered to present and potential U.S. exporters between now and May 15, 1972.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Bangkok, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

A product showroom where U.S. goods or literature can be displayed is also maintained at the American Embassy in Ethiopia. **Write:** *Edward W. M. Bryant, Commercial Attache, American Embassy, Crown Prince Asfaw Wossen St., Addis Ababa.*

British buyers to look to the United States for many types of equipment. This exhibition will be held in conjunction with the International Mechanical Handling Exhibition (IMHEX). Call Don Schmadel, 202-967-4601. London Trade Center, May 15-19, 1972.

Space Fully Booked

The following exhibitions and trade missions in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in these market areas could ask them to investigate the shows.

Industrial Assembly Equipment, Frankfurt Trade Center, Oct. 11-15; Industrial Automation & Instrumentation Equipment, U.S. Commercial Exhibition, INTERKAMA '71, Duesseldorf, Oct. 14-20; Refrigeration & Air Conditioning Equipment, Components, Paris Trade Center, Oct. 18-22; Research & Clinical Laboratory Equipment, London Trade Center, Nov. 1-5; Electro-Optics/Laser Equipment, Frankfurt Trade Center, Nov. 8-12; Printing & Graphic Arts Equipment, Business Equipment & Computers, Machine Tools, Construction Machinery, U.S. Solo Exhibition, Sao Paulo, Nov. 16-23; Selected Instruments for Physical & Chemical Measurement, Stockholm Trade Center, Nov. 22-27; Packaging Machinery, Mexico City Trade Center, Feb. 14-18, 1972; EDP Equipment, U.S. Commercial Exhibition, SYSTEMS 71, Munich, Nov. 30-Dec. 3; Environment Testing Equipment, London Trade Center, Dec. 6-10.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

2800, 2900, 3589 — SWITZERLAND — Licenses to manufacture **chemical specialties for the paper, textile, paint, metalworking, plastic, electronics and other industries; water proofing compounds and anti-corrosion products for the building trades; and advanced paving materials. Also chemical preparations, systems and equipment for the prevention, elimination and removal of industrial air and water pollution.** Firm produces and markets oil, lubricants and specialty chemicals. Closely associated with American Firms. Executive of Swiss company plans U.S. visit soon. Mr. Hans Leuzinger, Vice-Director, Adolf Schmids Erben AG, Abt. Vertretungen, Effingerstrasse 17, 3001, Bern, Switzerland. Background material available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71453

3069—ISRAEL—Technical know-how to produce **high pressure hoses** to meet SAE specifications. Capital investment not required, but would be considered. Firm presently manufactures parachutes, life rafts, fire hoses and soccer balls. Rubber Factory Franz Levi Ltd., P.O. Box 787, Haifa, Israel. WTD. P-71460

3331—KOREA — Government of Korea seeking foreign partner and/or financing to **develop copper smelter** in Masan with annual capacity of 15,000 metric tons of electrolytic copper. Proposed facility estimated to cost $10.4 million, including $5.5 million in foreign exchange for furnaces and other equipment. Imported and domestic ore will be refined. Yoon Suk Koo, Chief, Mining Division, Ministry of Commerce and Industry, Room 610 New Government Building, Sejong-ro, Chongro-Ku, Seoul, Korea. P-71458

3535 — ENGLAND — Manufacturing rights for **overhead conveyors** utilizing newly-developed techniques. Firm produces overhead chain, belt and roller conveyors, automatic warehousing equipment and storage apparatus. Employs about 1,300; is affiliated with group of companies. K. M. Bishop, Export Marketing Manager, Mechanical Handling Division, Redman Fisher Engineering Ltd., P.O. Box 12, Birmingham New Road, Tipton, Staffordshire, England. A brochure describing the firm's chain conveyor system is available on loan from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-71455.

3535, 3569 — GERMANY — Licenses to manufacture **medium-sized conveying and packaging machinery.** Currently produces textile machinery, employs about 85. Krafft Goebel KG, Postbox 270, 6320 Alsfeld, Germany. WTD. P-71451

3573, 7392—NETHERLANDS—U.S. Embassy reports interest in agencies or license arrangements for **computer software packages or other computer know-how.** Suggests potential agents and licensees interested in software and computer education and management services, including operating systems, compilers and applications packages. Needs range from accounting systems, inventory and production management and central systems, marketing and physical routing and distribution models to data management systems for governmental services. Interested licensors write Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71452

3611, 3679—SWITZERLAND—Manufacturing licenses sought to produce **conductive plastic and thin film potentiometers; conductive plastics for potentiometers, and electronic miniature components and instrumentation** by experienced manufacturer of potentiometers. Firm offers manufacturing rights to a U.S. company for its own line of wirewound and cermet trimming potentiometers. Established in 1960, firm employs 140 and sells production through network of agents in 24 countries, mostly in Europe. Modern, well-equipped plant is in Biel, with smaller manufacturing facilities in Altkirch, France, for production and distribution in EEC countries. Contelec SA, Portstrasse 38, 2500 Biel, Switzerland. WTD. P-71461

3651, 3861—ENGLAND — Manufacturer seeks licenses to produce **single and multi-track small tape readers and players, both deck and cassette types, and sound/photographic slide display equipment for use in stores, conference halls and museums.** Presently produces electrical, mechanical and general engineering equipment. Established in 1956. R. A. Ripper, Man. Dir., Ripper Robots Ltd., Cranfield Institute of Technology, Cranfield, Bedford, England. WTD. P-71454

3714—PAKISTAN — License sought to manufacture **shock absorbers** for automobiles and trucks by firm currently upgrading plant. Syed Industries Ltd., Kat Lakhpat, Lahore, Pakistan. P-71457

3811, 3841 — ENGLAND — Long-established manufacturer of film, television and aerial reconnaissance cameras seeks licenses to produce such related **precision products as laser and heliography units and opthalmic-medical apparatus.** Firm also contemplates forming a special division using manufacturing and marketing resources of parent. Capabilities of firm include precision mechanical and hydraulic engineering, light alloy casting, finishing by shell-molding techniques, assembly and test facilities under controlled environmental conditions, and a familiarity with electronics. W. Vinten Ltd., Western Way, Bury St. Edumunds, Suffolk, England. WTD. P-71462

4953—GERMANY—Licenses and technical know-how sought for **treatment of poisonous and other dangerous solid and liquid industrial waste products** by firm with wide experience in nuclear pollution control. Established in 1960 and controlled by three of West Germany's largest industrial concerns, company employs 500 and is reportedly a leader in field of nuclear engineering and reactor technology. NUKEM GmbH, Postfach 869, 645 Hanau, Germany. WTD. P-71456

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01190—GERMANY—Hybrid seed corn—Zea Mais (Indian corn)—early seed for use in Germany. Prices c.i.f. European port. Direct purchase & agency. Feldsaaten, S. Freudenberger OHG (importer, dist., exporter), P.O.B. 104, Krefeld-Uerdingen. WTD in prep.

Miscellaneous metal ores

10990 — GERMANY — Metal ores. Bergmann, W & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4, Duesseldorf. WTD 8/71.

Bituminous coal, lignite mining

12112 — MEXICO — Bituminous coal (lump coal) which burns with long flame having following approximate chemical analysis: fixed carbon 56-58%; volatiles 36-38%; ash 4-8%; 1,000 tons per yr., minimum. Proveedora Industrial Mosa, S.A. c/o. Ing. Luis O. Montemayor, Gen. Mgr. (importer, dist.), Avenida Tecnológico 351, Monterrey, N.L. WTD in prep.

Meat products

20119—PORTUGAL— Hides and skins, cattle, calf, goat, sheep, lamb. IBERPEL-Importação e Comércio, Lda. (importer), Avenida Elias Garcia, 56-3º Dto., Lisbon 1. WTD in Prep.

Canning, preserving foods

20330—FRENCH SOMALILAND—Complete line of canned fruits, vegetables. Ets. M. A. Wahab (importer, agent, retailer), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Grain mill products

20411—NIGERIA — Flour; initial order 3,000 tons per mo.; shipped in 50 kilo bags. Requests price quotations. AREWA United Stores Ltd. (importer, dist., agent), P.O. Box 454, Kaduna. WTD in prep.

20440 — FRENCH SOMALILAND — Milled rice, byproducts. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Beverage industries

20851—GERMANY — Bourbon whiskey, in barrels. In addition, seeks whiskey brand name for exclusive use in West Germany. J. H. Tebbenhoff KG (importer, dist., mfr.), P.O. Box 1160, 4557 Settrup/Fuerstenau. WTD 8/71.

Broad woven fabric mills, cotton

22118 — FRENCH SOMALILAND — Cotton sheets, pillowcases. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Knitting mills, products

22522—FRENCH SOMALILAND—Men's finished seamless hosiery. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

22531 — FRENCH SOMALILAND — Sweaters, knit jackets, jerseys. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

22541 — FRENCH SOMALILAND — Men's, boys' knit underwear. Ets. M. A. Wahab (importer, Dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

22542 — FRENCH SOMALILAND — Women's, children's knit underwear. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Men's, youths', boys' suits, coats, overcoats

23113 — FRENCH SOMALILAND — Men's tailored dress and sport coats, jackets. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Men's, boys' furnishings

23212 — FRENCH SOMALILAND — Men's, youths', boys' knit outerwear sport shirts. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

23215 — FRENCH SOMALILAND — Men's, boys' nightwear. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

23281 — FRENCH SOMALILAND — Men's youths', boys' work shirts. Ets M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Women's, misses', juniors' outerwear

23392 — FRENCH SOMALILAND — Women's, misses', juniors' washable service apparel. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Hats, caps, millinery

23510—FRENCH SOMALILAND—Hats, caps, millinery. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Girls', children's, infants' outerwear

23610 — FRENCH SOMALILAND — Dresses, blouses, waists, shirts. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Apparel, accessories

23871 — FRENCH SOMALILAND — Leather belts for men, women, children. Ets. M. A. Wahab, (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Fabricated textile products

23926—FRENCH SOMALILAND—Bedspreads, bed sets. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Household furniture

25144 — CANADA — Medicine cabinets. Fleurco Industries Ltd. (importer, dist., mfr.), 430 St. Pierre St., Montreal 125, Quebec. WTD 8/71.

Paper Mills

● **26200—IRAN**—State Printing House of Iran invites bids for supplying 220 tons of water marked papers with 85% rag content. Of the total, 110 tons to be supplied in sheets measuring 72 x 90 centimeters and having substance of 70 grams/M². Of the remainder, 100 tons of white paper to be supplied in sheets measuring 100 x 70 centimeters and having substance of 80 grams/M² sensitive to all chemicals as well as 10 tons of sky blue paper with the same physical specifications. All paper to have fluorescent fibres perceivable under quartz lamp with a watermark throughout paper. Copies of bid specifications and conditions (but no samples) available from Forest Products Division, BDC, Room 5099, Department of Commerce, Washington, D.C. 20230. ★ Tel. 202-967-2738. Bid deadline is Nov. 6.

Industrial chemicals

● **28100—BURMA** — Calcium carbide, granulated by the prescription of international norms 7/15 mn.—15/25 mn., packed in 27 new steel drums of 100 Kgs. each. Tender No. 75/12. All bids should reach the Director General, Mineral Development Corporation, Rangoon, Burma on or before Nov. 10th 1971. Copy of specification available from Chemicals, Petroleum and Rubber Division, BDC-712, U.S. Department of Commerce, Washington, D.C. 20230. ★ Tel. 202-967-5496. A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 Tel. 415-556-5868.

● **28100—BURMA** — Chemical reagents, 265 items, various types and quantities. Tender #72/12. Bid deadline Nov. 20. Bids to be submitted to the Director-General Mineral Development Corp., Rangoon, Burma. A copy of tender items and terms available from Chemicals, Petroleum and Rubber Division, BDC-712, U.S. Department of Commerce, Washington, D.C. 20230. ★ Tel. 202-967-3468. A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102. Tel. 415-556-5868.

● **28100 TURKEY**—Foam liquid, fire-fighting, two tons. Type not specified. Performance bond ten percent. Prices f.o.b. and c.i.f. Istanbul. Bid deadline Oct. 26. Bidding specifications may be obtained from the Modern Translation Bureau, Karanfil Sokak 49/1 Yenisehir, Ankara for the price of $30 (which includes other items). Please address all bids to State Airports Administration (DHMI-Devlet Hava Meydanlari Isletmesi Genel Mudurlugu), Konya Yolu, Etlik, Ankara. Chemicals, Petroleum and Rubber Division, BDC-712, U.S. Department of Commerce, Washington, D.C. (20230). ★ Tel. 202-967-3468.

28160—ITALY—Pigments for cosmetic industry. Franco Rol (importer, dist., retailer), Corso Generale Govone 10, 10129 Torino. WTD 12/70.

28180 — FRANCE — Special chemical products for paper, wallpaper, paints. Bevaloid S.A. (importer, mfr., agent), 19 ave de Flandre, 59-Croix. WTD in prep.

28181 — SPAIN — Tanning materials, synthetic, organic. Productos Dyo-Flex (importer, dist.), Jazmín, 20, Madrid (16). WTD 9/71.

28182—GERMANY—Acrylic chemicals, chemical products. Requests price quotations c.i.f. European ports. Hanf & Nelles (dist., agent), 49 Paul-Thomas-Strasse, 4000 Duesseldorf. WTD 8/71.

28183—GERMANY—Synthetic organic chemicals. Requests price quotations c.i.f. European ports. Hanf. & Nelles (dist., agent), 49 Paul-Thomas-Strasse, 4000 Duesseldorf. WTD 8/71.

28198—GERMANY—Chemical catalytic preparations. Requests price quotations c.i.f. European ports. Hanf & Nelles (dist., agent), 49 Paul-Thomas-Strasse, 4000 Duesseldorf. WTD 8/71.

28199—GERMANY — Inorganic chemicals. Requests price quotations c.i.f. European ports. Hanf & Nelles (dist., agent), 49 Paul-Thomas-Strasse, 4000 Duesseldorf. WTD 8/71.

28199—GERMANY—Inorganic chemicals, nickel chloride, nickel sulphate and calcium silicofluoride. Requests price quotations c.i.f. European ports. Kiesow GmbH., Erich (mfr.), 33 Wittekindstrasse, Box 430, 493 Detmold. WTD 6/71.

Synthetic materials

28214—GERMANY—Polyester resins, epoxy resins, polyurethane and diisocyanate resins, silicone resins. Requests price quotations c.i.f. European ports. Hanf & Nelles (dist., agent), 49 Paul-Thomas-Strasse, 4000 Duesseldorf. WTD 8/71.

Drugs

28315—VIET NAM—Veterinary biological products. Quotations, samples, descriptive material requested. Laboratories Asila S.A. (importer, dist., mfr.), 70 Vo Ni Nguy, P.O. Box 2286, Saigon. WTD in prep.

28332—VIET NAM—Fine chemicals for use in manufacture of pharmaceuticals. Quotations, samples requested. Laboratoires Asila S.A. (importer, dist., mfr.), 70 Vo Ni Nguy, P.O. Box 2286, Saigon. WTD in prep.

28341 — VIET NAM — Pharmaceutical preparations affecting neoplasms, endocrine system, metabolic diseases, for human use. Quotations, samples, printed material requested. Laboratoires Asila S.A. (importer, dist., mfr.), 70 Vo Di Nguy, P.O. Box 2286, Saigon. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28412—NETHERLANDS — Institutional detergents, other cleaning products. Van Altena N.V.; Attn.: H.C.L. Koene (importer, dist.), 35 Nijverheidsweg, P.O. Box 45, Heemstede. WTD in prep.

28421 — FRENCH SOMALILAND — Household insecticides, repellants. Ets. M. A. Wahab, (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

28423 — SPAIN — Laundry starch, dry cleaning preparations. Productos Dyo-Flex (importer, dist.), Jazmín, 20, Madrid (16). WTD 9/71.

28430 — FRANCE — Special chemical products for textile industry. Bevaloid S.A. (importer, mfr., agent), 19 ave de Flandre, 59-Croix. WTD in prep.

28443—FRENCH SOMALILAND—Hair preparations. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Gum, wood chemicals

28612—SPAIN—Tanning materials, natural. Productos Dyo-Flex (importer, dist.), Jazmín, 20, Madrid (16). WTD 9/71.

Agricultural chemicals

● **28700—IRAN**—Supply of chemical fertilizers as follows, in metric tons: Urea, 46% N, 1,500; ammonium nitrate, 26% N, 500; ammonium sulfate, 20% N, 600; triple superphosphate, 46% P_2O_5, 2,000; potassium sulfate, 48% K_2O, 50; and raw gypsum powder, 90% $CaSO_4$-$2H_2O$, 1,600. Tender No. F/2, bid deadline Oct. 16, Ghazvin Development Authority, c/o Ministry of Agriculture, Elizabeth II Blvd., Tehran. Tender with specifications details available from the Chemicals, Petroleum and Rubber Division, BDC-712, U.S. Department of Commerce, Washington, D.C. 20230. Tel. 202-967-3468. A *review* copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco. ★Tel. 415-556-5868.

Chemical products

28911 — TAIWAN — Adhesives, rubber and synthetic resin combinations (polyvinyl cellulose base, polyvinyl chloride base, polyvinyl acetate base, epoxy base, vinyl resin base.) Kuo Sen Enterprise Co., Ltd. (importer, agent, exporter), 73, Hoping West Rd., Sec. 3, Taipei. WTD in prep.

Petroleum refining

29110—GERMANY—Paraffin wax. Requests price quotations c.i.f. European ports. Kiesow GmbH., Erich (mfr.), 33 Wittekindstrasse, Box 430, 493 Detmold. WTD 6/71.

29117 — ITALY — Lubricating mineral oils. Requests replies from petroleum refineries only. Levorato, Giovanni S.p.A. (importer, dist., filling stations), 1 Via della Zecca, 40121 Bologna. WTD in prep.

Products of petroleum, coal

29920—ITALY—Lubricating greases for motor vehicles; agricultural, industrial use. Requests replies from petroleum refineries only. Levorato, Giovanni S.p.A. (importer, dist., filling stations), 1 Via della Zecca, 40121 Bologna. WTD in prep.

Fabricated rubber products

30697—FRANCE—Diaphragms (contraceptive) separate and in kits. Direct purchase & agency. Laboratoire C.C.D. (importer, dist.), 44, rue Notre-Dame-de-Lorette, F-75-Paris 09. WTD in prep.

Plastic products

30795—CANADA—Plastic containers for cosmetic industry. Browns Bottle & Supplies Inc. (importer, dist., exporter), 380 St. Croix Blvd., Montreal 379, Quebec. WTD 9/71.

Leather tanning, finishing

31111—GERMANY—Finished sheepskin, kid, other leather, suitable for leather apparel. H. Fisker (importer, dist., mfr.), Am Bahnhof, 6456 Langenselbold. WTD 9/71.

31114 — GERMANY — Crusted, finished reptile leather. Georg Hellwig K.G. (importer, dist.), 70 Frankfurter Str., 6050 Offenbach/Main. WTD 9/71.

Footwear, except rubber

31411 — FRENCH SOMALILAND — Men's dress, play shoes. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

31412 — FRENCH SOMALILAND — Men's work shoes. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

31414 — FRENCH SOMALILAND — Women's dress, work, play shoes. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti, FTAI. WTD 6/71.

Luggage

31610 — FRENCH SOMALILAND — Suitcases, briefcases, bags, musical instrument cases. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti. WTD 6/71.

Handbags, other personal leather goods

31710 — FRENCH SOMALILAND — Women's handbags, other personal leather goods. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti. WTD 6/71.

Glass products

32316—GERMANY — Laboratory, scientific glassware. Direct purchase & agency. E. Klingenfuss Nachfolger (importer, dist., retailer), D-7800 Freiburg i. Breisgau, 10 Holzmarkt. WTD 12/70.

Steel mill products

● **33100—BURMA**—Supply of rails and accessories. Director General, Mineral Development Corporation, Rangoon, Tender No. 80/12. Bid deadline October 31, 1971. Copies of tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230. ★ Tel. 202-967-2613.

● **33100—INDIA**—500 metric tons various sizes steel plates to ASTM-A-537/67a grade A fully killed. Bid deadline Nov. 11. Tender No. 1217/26W/BSL/PR/56519/56529/Sub(11). Mr. R. N. Gupta, Chief Purchase Office, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab. Copies of tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230. ★Tel. 202-967-2613.

● **33100—IRAN**—1000 pieces of steel tyre. Bid deadline Nov. 6, tender No. 54/56. Iranian State Railways. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Ave., N.W. Washington, D.C., 20007.

33123 — ZAMBIA — Tinplate. Specifications, quantities available from International Business Opportunities, BDC-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. Manufacturers should quote c.i.f. prices via Lobito Bay, Angola; Beira. Mozambique; Dar-es-Salaam, Tanzania. Samples must accompany quotation. Les McLean Ltd., (importer, dist.), P.O. Box 492, Ndola. WTD 4/71.

33134—GERMANY—Ferroalloys. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

Primary smelting, refining of nonferrous metals

33312—GERMANY—Copper, unalloyed and copper-base alloys. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

33323 — GERMANY — Lead, unalloyed and lead-base alloys. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

33334—GERMANY—Zinc unalloyed and zinc-base alloys. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

33348 — GERMANY — Aluminum extrusion billets. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

33397 — GERMANY — Non-ferrous metals, such as magnesium, cadmium, nickel, tin, antimony unalloyed, and alloys; non-ferrous metals residues. Bergmann, W. & Co., KG (importer, dist., agent), 27 Wielandstrasse, 4 Duesseldorf. WTD 8/71.

Secondary smelting, refining of nonferrous metals

33413 — ZAMBIA — Solder sticks. Specifications, quantities available from International Business Opportunities, BDC-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. Manufacturers should quote c.i.f. prices via Lobito Bay, Angola; Beira, Mozambique; Dar-es-Salaam, Tanzania. Samples must accompany quotation. Les McLean Ltd. (importer, dist.), P.O. Box 492, Ndola. WTD 4/71.

Rolling, drawing, extruding of nonferrous metals

★**33500—PERU**—Supply of 220 KV underground cables including potheads, oil pressure system and other accessories. Bid deadline Oct. 27. Tender No. A-260. Contact Servicio de Compras, Oficina 306, Empresas Electricas Asocciadas, Donde de Superunda 261, P.O. Box 1384, Lima.

Nonferrous foundries

33610 — FRENCH WEST INDIES — Aluminum hardware (locks, similar parts) for sliding glass doors. Vernou Jalousy (importer, mfr.), B.P. 173, Pointe-a-Pitre—Guadeloupe. WTD 9/71.

Hand tools, general hardware

34292 — GERMANY — Furniture hardware. Direct purchase & agency. Franz Hettich K.G. (mfr.), P.O. Box 1240, D-7297 Alpirsbach, Baden-Wuerttemberg. WTD 9/70.

34294—GERMANY—Builders hardware. Direct purchase and agency. Franz Hettich K.G. (mfg.), P.O. Box 1240, D-7297 Alpirsbach, Baden-Wuerttemberg. WTD 9/70.

Heating apparatus, plumbing fixtures

34336 — JAMAICA — Incinerators for quick disposal of garbage from supermarkets. Quantity five. Quotations c.i.f. Kingston. John R. Wong Ltd. (importer, retailer), 105 Barry St., Kingston. WTD 8/71.

34336—NETHERLANDS—Gas burners, other gas apparatus for industrial use. Representations for Western Europe. Hoogenboom Chemie-Techniek N.V. (importer), 284-288 Oude Gracht, Utrecht. WTD in prep.

Structural metal products

34421 — CANADA — Shower doors. Fleurco Industries Ltd. (importer, dist., mfr.), 430 St. Pierre, Montreal 125, Quebec. WTD 8/71.

34492 — ISRAEL — Complete automatic garage units for parking 600 cars with minimum attendance. Initial immediate purchase two or three units. Cable address: AYALONWAYS TELAVIV. Ayalon Highways Co. Ltd. (public enterprise), 9 Achad Ha'am St., Shalom Tower Bldg., Tel Aviv.

Engines, turbines

● **35100—CANADA**—Supply and install four vertical shaft waterwheel generators, continuously rated at 435 MW for Mica Project on Columbia River, British Columbia. Contract No. CM-102, Ref: CQ-5869, bid deadline Nov. 23. Interested bidders may obtain tender documents from Office of the Manager, Purchasing Department, British Columbia Hydro and Power Authority, 970 Burrard St., Vancouver 1, B.C., upon payment of $10.50.

● **35100—PORTUGAL**—Supply and install two 125 MW turbine generator sets for the Carregado Thermal Plant. Bid deadline is Nov. 15. Bids must be directed to Direccao de Producao Termica e Nuclear, Companhia Portuguesa de Electricidade-CPE, S.A., R.L., Rua Mousinho da Silveira, 10 Lisbon 2.

Farm machinery

35228 — PHILIPPINES — Forage choppers, stationary (units which can be fed manually with forage cut in the field): 3 small units (each run by an electric motor) for research purposes; 1 bigger unit (operated by PTO of tractor) for bigger requirement. Dairy Training & Research Institute, Attn: B. B. Ramin (educational institution), College, Laguna. WTD in prep.

Construction, mining, materials handling machinery, equipment

● **35300 — BURMA** — One crawler mounted drill with spares and accessories, one portable wheel mounted rotary screw air compressor and six flood lights. Tender No. 66/12; bid deadline Oct. 31. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. ★ Tel. 202-967-4317.

● **35300—BURMA**—Pneumatic diamond core drills, quarry drills and breakers with petrol engine driven, feed pumps, general service pumps, pneumatic water pumps, jack hammers, electric generators, supply pumps and accessories. Tender No. 68/12; bid deadline Oct. 31. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. ★ 202-967-4317.

● **35300—BURMA**—Six rotary percussion rock drills, diesel driven air compressor, diesel generator set, battery charger, prime mover-diesel engine. Tender No. 70/12; bid deadline Nov. 10. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled

in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★Tel. 202-967-4317.

● **35300—BURMA**—Fifty front and side tipping underground wagons (revolving dump truck), two centrifugal pumps, tipper truck, concentration plant, two primary jigs, two concentrating sand tables, two vertical tin ore dryers, lathe machine, nine speed heavy duty drilling machines, hack sawing machine, grinder electric drive, and roller crusher. Tender No. 71/12; bid deadline Nov. 10. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★Tel. 202-967-4317.

● **35300—BURMA** — Six rotary percussion rock drills and accessories, diesel driven air compressor, underground mine hoist, chain block, ten wheelbarrows, diesel generating plant, battery charger, and prime mover-diesel engine. Tender No. 91/12; bid deadline Nov. 30. Dir. Gen., Mineral Development Corp., Rangoon. Specifications available on a short-term loan basis from the General Industries Div., BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★Tel. 202-967-4317.

● **35300—PARAGUAY** — Road maintenance equipment, vehicles, graders, etc. World Bank financing for $2.4 million. Tender No. DGV-BIRF-No. 3/71; bid deadline Dec. 2. For bid documents contact: Department de Administracion, Direcion General de Vialidad, Ministerio de Obras Publicas, Calle General Diaz Esquina Alberdi, Asuncion, Paraguay.

35314 — NETHERLANDS — Hydraulic cranes and excavators, dozers, loaders and shovels, tracked or on wheels; wire-operated cranes. Direct purchase and distributorships for Benelux countries. Eerste Utrechtse Handelsonderneming N.V.; Attn.; J. J. van Leur (importer, dist., agent), 224 Utrechtsestraat, (P.O. Box 6), Rhenen. WTD in prep.

Metalworking equipment

● **35400 — LIBYA** — Installation of a malleable iron fittings manufacturing plant, capacity 1800 tons per year. Tender No. 13/1971, bid deadline Dec. 9. Libyan Industrial Corp., P.O. Box 4388, Tripoli. Specifications can be obtained from the above address against payment of $280 per copy. A deposit of 2 percent of total value of bid is required.

35480—INDIA—Equipment to manufacture mild steel wire nails, panel pins in range of 3 to 20 SWG shank diameter and ½" to 8" long. Equipment should have double stroke facility with capacity to produce 2,500 metric tons of finished goods annually on one shift (eight hrs.) basis. Jayant Metal Mfr. Co. (mfr.), 16 Sayani Rd., P.B. No. 7009, Bombay 25 DD. WTD in prep.

35483 — NETHERLANDS — Welding equipment, materials. Exclusive representations for Benelux countries. Hoogenboom Chemie-Techniek N.V. (importer), 284-288 Oude Gracht, Utrecht. WTD in prep.

Special industry machinery

35521—MEXICO—Ribbon, plastic tape production machinery for medium-sized plant already producing various textile products. Tape-making machinery should be versatile, reasonably sophisticated since firm wishes produce wide variety specialized industrial adhesive, non-adhesive tapes. Correspondence requested in Spanish. Textiles Boga S.A. (mfr.), Apartado Postal 399, Puebla, Puebla. WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

28210—SWITZERLAND — Plastics materials and resins, all kinds, for plastics processing industries; anti-corrosion specialties; water and air pollution control plastics for industry. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28430 — SWITZERLAND — Surfactants, surface active agents, finishes, chemical specialties for textile, paper, pulp, metal-working, plastics, leathertanning, plastics processing industries; incl. softeners, specialty chemicals preventing pollution of water and air in industrial plants and anti-corrosion products. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17,3001 Bern. WTD 7/71.

36623—NETHERLANDS — Electronic alarm systems. Rotscheid N.V. (importer, dist., agent), Cort van der Lindenstraat 18, Rijswijk (Z.H.). WTD in prep.

38611 — TAIWAN — Cameras, remote-controlled, CCTV system, pan/tilt, motorized zoom lens, VTR (½" and 1" wide tape) console, with essential accessories for 2-16 kilometer long distance photographing. National-Wide Enterprise, Inc. (importer, agent, exporter), 18, Lane 105, Hangchow South Rd., Sec. 1, Taipei. WTD in prep.

38612—MEXICO — Copying machines, accessory equipment, and supplies. SIDURESA—Sistemas de Duplicacion y Representaciones, S.A. Gilberto Flores Valdes—Gen. Mgr. (importer, dist., retailer), Insurgentes Sur. 194, Mexico 7, D.F. WTD in prep.

39120—SWITZERLAND — Jewelry findings and materials, such as joints, pins, clasps, spring rings, ring blanks, other assembly parts for jewelry trade. Requests offers from manufacturers only. Usine Genevoise de Degrossissage d'Or, Attn: H. Vuilleumier, Comm. Dir. (importer, dist., mfr.), 4 place des Volontaires, 1211 Geneva 11. WTD 9/71.

35540—KOREA—Cigarette paper porositizing machines to process paper for porosity of 90 cc/min. up. Brochures, f.o.b., c.i.f./Pusan or Inchon quotations requested. Samil Kong Sa, Co., Ltd. (importer, dist., mfr.), 656-283, 1-ka, Songsu-dong, Songdong-ku, Seoul. WTD 9/70.

35551—NETHERLANDS—All kinds of printing presses. Direct purchase or representations, preferably on exclusive basis. Grafisch Techn. Bureau Hesterman N.V.; Attn.: R. Bosma (importer, dist., agent), 17 Elektronstraat, P.O. Box 8145, Amsterdam. WTD in prep.

35593—BRAZIL—Machinery for manufacture of dispensable plastic bottles; bottling of mineral water; manufacture of plastic cases or crates able to carry a 12 or 24 liter load of bottles, for own use. Photographs, descriptions, price lists requested. Pacific Tour Ltda. (travel agent), Avenida São João 61, São Paulo, SP. WTD 8/71.

35593—SINGAPORE—High speed low density polythene film extrusion machines; high speed automatic cutting, sealing machines. Chia Peng Choy, Man. Part., Singapore Polyethylene & PVC Co. (importer, mfr.), 6 Jalan Lembah Kallang, Singapore 12. WTD in prep.

35594—PHILIPPINES — Rubber-working machinery & equipment, rebuilt: mill 60" working face, 22" diameter; extruder 10" diameter; boiler 100 h.p., capacity 3000 lbs. per hr.; steam chamber 110" or 130"; buffing machines—Colman N, or equal. Vacu-Lug Philippines, Inc. (heavy-duty tire recapper), Commercial Center, P.O. Box 896, Makati, Rizal. WTD in prep.

35595—GERMANY — Machinery, other equipment for production of semi-conductors, for sale in Germany, Austria, Switzerland. Direct purchase & agency. APEXA Deutschland GmbH. (importer, dist., agent), 2 Egerstr., Postf. 5069, 6200 Wiesbaden-Erbenheim. WTD 8/71.

35595—MEXICO — Complete plant for making charcoal briquettes, including kilns, shaping machinery, handling and packaging equipment (new or used). Industrias Castillo, S.A. (Ing. Leo Castillo M., Gen. Mgr.) (mfr.), Blvd. Manuel Avila Camacho 40-404, Edificio Cuatro Caminos, Mexico 10, D.F. WTD 8/71.

General industrial machinery

● **35600—BURMA** — Four side tipping wagons to run on 2 ft. gauge track, four pneumatic rock drills, two pneumatic concrete brakers, battery charger, water pumps, hoist, gas welding and cutting equipment, surveying equipment, bench grinder, and four magneto-type telephones. Tender No. 67/12; bid deadline Oct. 31. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. ★Tel. 202-967-4317.

Service industry machinery

35820 — SPAIN — Laundry machinery, equipment, commercial. Productos Dyo-Flex (importer, dist.), Jazmín, 20, Madrid (16). WTD 9/71.

35853 — GERMANY — Commercial ice cube machines. Motservice Gesellschaft fuer Werkstatteinrichtung mbH. (importer, dist.), 49 Niedermuehlstr., 6148 Neppenheim. WTD 8/71.

35857—INDIA—Twelve units of auto airconditioners for fitments in coaches having seating capacity of 40-50 passengers. Sanghi Motors (Bombay) Private Ltd. (dist., mfr., agent), 39-A Hughes Rd., Bombay 7, Maharashtra. WTD in prep.

35892—GHANA—Marine sanitation devices which contain or treat ship's effluents, i.e. human waste, etc. meeting standards specified in proposed amendment Part 640(A) to Chapter V, Title 18, U.S. Code of Federal Regulations. State Shipping Corp. (Black Star Line) (shipping line), 28th February Rd., P.O. Box 2760, Accra. WTD 4/71.

35893 — JAMAICA — Commercial type automatic vacuum cleaners. Quantity five. Quotations c.i.f. Kingston. John R. Wong Ltd. (importer, retailer), 105 Barry St., Kingston. WTD 8/71.

Electric transmission, distribution equipment

●**36100 — HONDURAS** — Supply circuit breakers and power fuses for construction of transmission and sub-transmission lines for Interconnected Central System of ENEE, IV Electrification Project. Tender No. E-IV-202, bid deadline Oct. 15. Documents, at $10 each will be issued to qualified firms by the Empresa Nacional de Energia Electrica (ENEE) Apartado Postal No. 99, Tegucigalpa, D.C. Financing will be under World Bank loan and IDA credit.

● **36100—THAILAND**—Supply of watthour meters and watthour demand meters, three-phase, for use on electrical distribution system of the MEA in Bangkok. Tender No. MEA-PSD-256, Bid deadline Nov. 1. Invited by the Purchases and Stores Department, Metropolitan Electricity Authority, 121 Chakpet Rd., Bangkok 2. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★Tel. 202-967-2939.

●**36100—THAILAND** — Supply of 4,200 units of watthour meters, single phase, two-wire, 220 volt, 50 cycle, A.C. for use on electrical distribution system. Tender No. MEA-PSD-255, bid deadline Oct. 26. Invited by the Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakpet Rd., Bangkok 2, Thailand. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★ Tel. 202-967-2939.

● **36100—THAILAND** — Supply following air switches and power fuses for transmission line: (disconnecting) four 230 KV 1200A; two 230 KV 1200 A with grounding blades; thirty-two 230 KV 2000 A; 8-230 KV 2000 A with grounding blades; 17-115 KV 1200 A; 4-115 KV 1200 A with grounding blades; 108-115 KV, 600 A; 25-115 KV, 600 A with grounding blades; 4-69 KV, 3000 A; 8-69 KV, 2000 A; 40-69 KV, 600 A; 6-69 KV, 600 A with grounding blades; 7-33 KV, 600 A; 1-22 KV, 600 A; 1-22 KV, 600 A; and (fuses) 9-115 KV, 100 A; 9-69 KV, 100 A; 9-33 KV, 100 A; and 30-22 KV, 100 A. Tender A009, bid deadline Nov. 15. Documents are available at $50 per set from Foreign Purchasing Section, Procurement Division, Supply and Procurement Department Electricity Generating Authority, Nonthaburi. Only members of Asian Development Bank may bid.

36112—GERMANY—Test equipment for semi-conductors, for sale in Germany, Austria, Switzerland. Direct purchase & agency. APEXA Deutschland GmbH. (importer, dist., agent), 2 Egerstr., Postf. 5069, 6200 Wiesbaden-Erbenheim. WTD 8/71.

Electrical industrial apparatus

36212 — INDIA — 200 explosion-proof electric motors in range of 1 to 20 h.p. in 1450 r.p.m. and 3000 r.p.m., conforming to British Standards Specification 741 of 1937 or equivalent. Arjansingh Khemchand (mfr.), 118 Commerce House, 1st Floor, Meadows St., Bombay 1. WTD in prep.

Electric lighting, wiring equipment

●**36400 — ECUADOR** — Supply street lighting materials for 88 kilometer illumination network for Quito. All equipment of closed type with shades, with discharge type lamps, sodium vapor at high pressure and mercury vapor. Specifications and conditions available from Subgerencia, Empreas Electrica Quito, S.A., 3 Piso Avenida 10 de Agosto, Esq. de Las Casas, Quito, upon payment of $17 (includes postage). Review copy specifications available at offices of World Bank. Bid deadline not specified.

●**36400 — TRINIDAD** — Supply bi-metal two bolt clamp type line connectors suitable for all-aluminum or a combination of aluminum-copper conductors, sizes from 1/0 A.W.G. to 4/0 A.W.G. Tender 2294, bid deadline Oct. 22. Specifications may be obtained from Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick Street, Port of Spain, Trinidad, W.I. Specifications available on short term loan basis to firms domiciled in U.S. from Power and Electrical Equipment Program, BDC-776, U.S. Department of Commerce, Washington, D.C. 20230. ★Telephone: 202-967-5585.

Radio, television receiving sets

36514—ENGLAND—Small cassette type tape readers, play back units utilizing both spool and endless loop type cassettes, single and multitrack; for fixed and mobile use. Ripper Robots Ltd., Attn.: R. A. Ripper Mng. Dir. (dist., mfr., retailer), Institute of Technology, Cranfield, Bedford. WTD in prep.

Communication equipment

●**36600—MALAYSIA** — Supply of cable pressurisation equipment and accessories, reference no. PTN (TLN) 7653F. Bid deadline is Nov. 9. Tender documents may be obtained for $16.50 per set from the Subscriber Network Branch, Room 110, Telecommunications Department, Selangor Region Building, Jalan Weld, Kuala Lumpur or on a short-term loan basis from the Communications-Electronics Division, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202/967-4823).

36624—SPAIN—Navigational aids, electronic for ships. Internacional de Servicios Industriales y Marítimos, S.L. (INSIMAR) (importer, dist.), Avda. de San Diego, 4, La Coruña. WTD 8/71.

36626—TAIWAN—Electronic and communication intelligence equipment (wireless secret listening device including listener, receiver). Universal Electric & Trading Co., Ltd. (importer, dist., agent), 22 Heng Yang Rd., Taipei 100. WTD in prep.

Electric components, accessories

36740—GERMANY—Integrated circuits —MSI, LSI other semi conductor devices, for sale in Germany, Austria, Switzerland. Direct purchase & agency. APEXA Deutschland GmbH. (importer, dist., agent), 2 Egerstr., Postf. 5069, 6200 Wiesbaden-Erbenheim. WTD 8/71.

Electrical machinery equipment, supplies

● **36900—ALGERIA**—Supply lead batteries for accumulators. Bid deadline Oct. 16. Documents and specifications are available from the Ministere des Postes et Telecommunications, 4 Blvd. Salah Bouakouir, Alger (Algeria). Immediate information available from Embassy of the Republic of Guinea, Algerian Interests Section, 2118 Kalorama Road, NW., Washington, D.C. 20008. ★Tel. 202-234-7246. Financing by World Bank.

36930—GERMANY — Electromedical apparatus, electro-therapeutic apparatus. Direct purchase & agency. Correspondence requested in German. E. Klingenfuss Nachfolger (importer, dist., retailer), D-7800 Frieburg i. Breisgau, 10 Holzmarkt. WTD 12/70.

Motor vehicles, motor vehicle equipment

37141—PAKISTAN—Replacement parts, accessories for Willys Jeeps (4 Cyl): 1000 clutch plates; 2000 piston rings, plain, steel, chrome; 1000 shock absorbers, front, rear; 200 oil seals; 500 gasket sets; 3000 ignition coils, 6 & 12 volts; 2000 sealed beams nos. 4001, 4002, 6006 & 6012; 2000 universal joint repair kits (with lock) No. 5-12 IX; 1000 tie-rod end; 200 each air, oil, fuel filter elements; 500 each ball and roller bearings; 5000 fan belts; 200 each brake linings and clutch facings, also brake linings in rolls; 500 horns—6/12/24 volts; 1000 wiper arms and blades; 1000 wind shield glasses; 100 each gear parts, crown wheel and pinion. Requests catalogs, quotations, c. & f. Karachi. Jafri Bros. Ltd. (importer), El-Markaz, First Floor, M.A. Jinnah Rd., Karachi-3. WTD in prep.

Ship building, repairing

37313—PHILIPPINES — Fishing boats, deep-sea, 300- to 500-ton capacity, complete with marine equipment for trawl and purse seine fishing, including fish radar, refrigeration. Darwin Trading & Engineering Corp. (importer, agent), P.O. Box 168, Manila. WTD in prep.

Engineering, laboratory, scientific, research instruments

38111 — SPAIN — Nautical instruments. Internacional de Servicios Industriales y Marítimos, S.L. (INSIMAR) (importer, dist.), Avda. de San Diego, 4, La Coruña. WTD 8/71.

38112—VIET-NAM — Laboratory, scientific instruments. Quotations, descriptive material requested. Laboratoires Asila S.A. (importer, dist., mfr.), 70 Vo Di Nguy, P.O. Box 2286, Saigon. WTD in prep.

Surgical, medical, dental instruments

38410—GUATEMALA—Medical oxygen-dispensing equipment. Gases y Accesorios (importer, agent, retailer), 9a. Calle 5-33, Zona 4—P.O. Box #86, Guatemala City. WTD 9/71.

38410—VIET NAM — Medical, surgical, hospital equipment. Quotations, descriptive materials requested. Laboratoires Asila S.A. (importer, dist., mfr.), 70 Vo Di Nguy, P.O. Box 2286, Saigon. WTD in prep.

38430—VIET NAM—Dental instruments, equipment, supplies. Quotations, descriptive material requested. Laboratoires Asila S.A. (importer, dist., mfr.), 70 Vo Di Nguy, P.O. Box 2286, Saigon. WTD in prep.

Photographic equipment, supplies

38611 — ENGLAND — Photographic and sound slide display equipment for use in stores, conference halls, museums. Ripper Robots Ltd., Attn: R.A. Ripper, Mng. Dir. (dist., mfr., retailer), Institute of Technology, Cranfield, Bedford. WTD in prep.

Watches, clocks, parts

38710 — FRENCH SOMALILAND — Watches, clocks, clockwork operated devices; parts. Ets. M. A. Wahab (importer, dist., agent), P.O. Box 502, Djibouti. WTD 6/71.

Musical instruments, parts

39314—PHILIPPINES — Musical instruments, wind, wood or brass, such as trumpets, trombones, saxophones, cornets, flutes. Gabby Enterprises Co., Inc. (importer, dist., mfr.), 647 Raon St., Manila. WTD in prep.

Costume jewelry, novelties, buttons, notions

39610 — FINLAND — Men's, women's, children's costume jewelry, novelties. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

39620—FINLAND—Artificial flowers of plastics, other materials. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

Manufacturing industries

39991—FINLAND — Fire extinguishers, chemical, hand portable. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

39992 — FINLAND — Coin-operated amusement machines. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

39994 — FINLAND — Candles. Rake Oy, Attn: Mr. Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

39996—GERMANY — Shearlings; white, colored. H. Fisker (importer, dist., mfr.), Am Bahnhof, 6456 Langenselbold. WTD 9/71.

39997—FINLAND—Umbrellas. Rake Oy, Attn: Ilpo Pukkinen, Commercial Dir. (importer, dist., retailer), Bulevardi 2, 00120 Helsinki 12. WTD 1/71.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Canning, preserving foods

20330 — NETHERLANDS — Canned fruits, vegetables. Exclusive agency. Jan Bodegom & Co., N.V. (importer, agent), P.O. Box 92, Willemstad, Curacao. WTD 7/70.

20370 — NETHERLANDS ANTILLES— All kinds of frozen food products. Blok & Diaz N.V. (importer, agent), 10 Majoorsweg, Curacao. WTD 12/70.

Broad woven fabric mills, cotton

22117 — NETHERLANDS — Fabrics for manufacture of camping equipment. F.C.T. van Dijk & Zoon (importer, agent), P.O. Box 7260, Amsterdam. WTD in prep.

Floor covering mills, products

22710 — NETHERLANDS — Woven carpets, rugs. Exclusive agency. Handelsonderneming "ELKA" (importer, dist., agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen N-H. WTD 10/70.

22720—NETHERLANDS — Tufted wall-to-wall carpeting, rugs. Exclusive agency. Handelsonderneming "ELKA" (importer, dist., agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen N-H. WTD 10/70.

22790—NETHERLANDS — Wall-to-wall carpeting, rugs for indoor, outdoor use. Direct representations. Handelsonderneming "ELKA" (importer, dist., agent), P.O. Box 519, 55 Spaarneweg, Vijfhuizen N-H. WTD 10/70.

Yarn, thread mills, products

22811 — VIET NAM — Cotton sewing thread. Quotations, samples requested. Compagnie Generale de Commerce (CIEGECO) (importer, dist., agent), 11 Place Me Linh, P.O. Box 318, Saigon. WTD in prep.

22823 — GERMANY — Weaving yarns. Prices c.i.f. European ports. Heinrich u. H. Mueller (agent), Box 1425, 4407 Emsdetten. WTD 8/70.

Fabricated textile products

23910 — NETHERLANDS — Curtains, draperies, similar house furnishings, decoration products. Handelsonderneming "ELKA" (importer, dist., agent), P.O. Box 519, 55 Spaarneweg, Vifhuizen, N-H. WTD 10/70.

Office furniture

25210—MEXICO—Wooden office furniture. José Elizondo Rodríguez (importer, dist., agent), Avenida Urdiales 1121, Colonia Mitras, Monterrey, N.L. WTD in prep.

Industrial chemicals

28180 — INDIA — Laboratory chemicals for scientific, industrial research. Sevantilal Mahasukhlal & Co. (importer, retailer), Mani Bhuvan, Lohar Chawl, P.B. No. 2673, Bombay 2 BR. WTD in prep.

28180—SWITZERLAND — Specialty industrial organic chemicals for paper and pulp, plastics, textile, chemical, rubber, paint processing industries. Adolf Schmids Erben Ag; Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28190—SWITZERLAND — Specialty industrial inorganic chemicals for pulp and paper, rubber and plastics, lacquer and paint, pigment and dyestuff, textile and chemical industries. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Synthetic materials

28211—FRANCE—Polystyrene film for food packaging. Establissements Guyomarc'h (dist., mfr.), 1 rue Alexis-Léguillon, 56—Vannes. WTD 8/71.

Drugs

28332—VIET NAM—Fine chemicals for use in manufacture of pharmaceuticals. Quotations, samples requested. Cong Hoa Duoc Cuoc (SIFAPP) (importer, mfr., agent), 120-126 Hai Ba Trung, P.O. Box 588, Saigon. WTD in prep.

28340—ISRAEL—Pharmaceutical preparations, all kinds, for human use. Exclusive agency. Milchan Bros. (importer, dist., agent), 29 Carlebach St., Tel Aviv. WTD 6/70.

28340—SWITZERLAND—Original ethical pharmaceuticals for human use. Licensing considered. SODIP SA, Attn: Jean-Paul Arnold, Chairman of Board (dist., agent), 44, rue Chandieu, 1211 Geneva 16.

28340—VIET NAM—All kinds of pharmaceuticals preparations. Requests quotations, samples, descriptive materials. Cong Hoa Duoc Cuoc (SIFAPP) (importer, mfr., agent), 120-126 Hai Ba Trung, P.O. Box 588, Saigon. WTD in prep.

28348 — ISRAEL — Drugs, pharmaceuticals and pharmaceutical chemicals, all kinds in manufacturers' containers and in bulk form; special interest in tested, new, "over-the-counter" pharmaceutical products. Osrogi Ltd. (importer, distributor wholesale, agent), P.O. Box 4773, Tel Aviv. WTD in prep.

Paints, varnishes, lacquers, enamels

28510—SWITZERLAND—Raw materials for paint and lacquer industry; advanced anticorrosion surface preparations, water-repellent finishes and compounds and novelty products for building trade. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28511—ITALY—Paints, varnishes for building industry. Antonio Giuseppe Cina' (agent), Via Enna Pal. 11, 93017 S. Gataldo (Caltanissetta). WTD 9/71.

Chemical products

28993—SWITZERLAND—Chemicals for electronics production, high precision mechanics industries, for welding, brazing, soldering. Dipl. Ing. Ernest Spirig (dist., mfr., electronics engineering firm), P.O. Box 131, 8028 Zürich-Fluntern. WTD 8/71.

28993 — SWITZERLAND — Advanced chemical preparations for textile, construction, paint, plastics, metalworking, pulp and paper industries, incl. concrete and floor hardening materials; insulation products; metal-treating compounds of nonoil base; water treating compounds; waterproofing compounds of all kinds; other industrial chemical specialties including fluxes, plastic preparations. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: Hans Leuzinger, Vice-Dir., (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Pavings, roofing materials

29510—SWITZERLAND — Paving, roofing mixtures of all kinds for building trade, specialties only, for industrial plants, large areas, parking lots. Adolf Schmids Erben AG, Abt.Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Products of petroleum, coal

29920— SWITZERLAND — Advanced lubricating oils and greases, including hydraulic fluids, quenching and cutting oils, liquid rust preventives, anti-corrosion and pollution specialties, oils for metalworking and construction industry. Adolf Schmids Erben AG, Abt Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Fabricated rubber products

29657—IRAN — Tubing medical-surgical plastic tygon, or equal. Analyse Co. Ltd. (importer, dist., agent), 75 Ferdowsi Ave. Tehran. WTD 8/71.

Plastic products

30795—GERMANY—Industrial plastics products for use in radio, television industry, molded insulating plastics parts for all segments of electrical equipment industry. Kuhbier & Co., Paul (importer, dist., mfr.), Box 1320, D 529 Wipperfuerth. WTD 8/71.

Abrasive, asbestos, nonmetallic mineral products

32970—MEXICO—Graphite and silicon carbide crucibles (15 to 30 per mo.) used for smelting of nonferrous alloy metals, used in manufacture of locks, bearings, rods, screws, bolts, nuts. Proveedora Industrial Mosa, S.A., c/o. Ing. Luis O. Montemayor, gen. mgr. (importer, dist., agent), Avenida Tecnológico 351, Monterrey, N.L. WTD in prep.

Industrial leather belting, packing

33120—MEXICO—Iron, steel scrap. Correspondence requested in Spanish. Sr. Manuel Ledesma Moreno, Representantes Industriales y Comerciales, S.A. (importer, agent), Avenida Juarez 14—despacho 801, Mexico 1, D.F. WTD in prep.

Primary smelting, refining of nonferrous metals

33397 — NETHERLANDS — High grade alloys such as Hastelloy, Monel, Inconel, Incolloy in sheets, strips, bars, wires, tubes. Exclusive representations. Staal-IJzer N.V. (importer, agent), 146 Vondelstraat, Amsterdam. WTD in prep.

Cutlery, hand tools, general hardware

34294—MEXICO — Builders hardware. José Elizondo Rodríguez (importer, dist., agent), Avenida Urdiales 1121, Colonia Mitras, Monterrey, N.L. WTD in prep.

Heating apparatus, plumbing fixtures

34336—PORTUGAL—Domestic metal incinerators. Jose P. Feria (importer, agent), Rua Dr. Gamma Barros 35-3º Dto., Lisbon 5. WTD in prep.

Fabricated structural metal products

34443—PORTUGAL—Sheet metal range hoods. Jose P. Feria (importer, agent), Rua Dr. Gama Barros 35-3º Dto., Lisbon 5. WTD in prep.

Fabricated metal products

34940—INDIA—Valves of all types such as gate, check, slide, sluice and primary valves. Universal Traders (importer, agent), 4 Mohatta Market, 5th Floor, Palton Rd., P.O. Box 1431, Bombay 1. WTD in prep.

34941—SOUTH AFRICA—Full range of valves, primary interest being in range of steam valves from 300 psi to 2000 psi and super heat temperature valves to 900 °F.; includes group type to parallel slide type of non-return valves; valves for nuclear applications. Union Steam Power (Pty.) Ltd., Attn: I.F. Ritchie (importer, dist., agent), 4th Floor, Van Der Stel-Place, 30 Melle St., Braamfontein and P.O. Box 31516, Braamfontein, Johannesburg. WTD in prep.

Engines, turbines

35111 — TAIWAN — Generators, diesel-engine, 85 Kw, 250 Kw, and 300 Kw (or 600 Kw), 120/220 volts 60 cycles A.C. National-Wide Enterprise, Inc. (importer, agent, exporter), 18, Lane 105, Hangdow South Rd., Sec. 1, Taipei. WTD in prep.

Construction, mining, materials handling machinery, equipment

35314—SWITZERLAND — Crane accessories, replacement parts such as cable reels, drums, cable reel trailers, cable trolleys, spindles and switches including mechanical or electrical switch programs for cranes. Michelberger Industrie Vertretungen, Attn: B. J. Michelberger (agent), P.O. Box 19, 8803 Rueschlikon. WTD 9/71.

Metalworking machinery

35483—GUATEMALA — Welding, cutting equipment. Gases y Accesorios (importer, agent, retailer), 9a. Calle 5-33, Zona 4—P.O. Box #86, Guatemala City. WTD 9/71.

Special industry machinery

35513—ENGLAND—Bottling and packaging machinery such as high speed filling machines (height and volumetric), corking and capping machines, bottle air cleaners, labelling machines, shrink and food wrapping machinery. Purdy Machinery Co. Ltd., Attn: W. G. Coxhead, Sales Mgr. (dist., mfr.,), 41-42 Prescot St., London, E. 1. WTD 11/70.

35521 — GERMANY — Yarn preparing machines, fabric machinery, knitting machines, bleaching dyeing, finishing machinery. Prices c.i.f. European ports. Heinrich u. H. Mueller (agent), Box 1425, 4407 Emsdetten. WTD 8/70.

35531—MEXICO—Industrial woodworking machinery. José Elizondo Rodríguez (importer, dist., agent), Avenida Urdiales 1121, Colonia Mitras, Monterrey, N.L. WTD in prep.

35591—GERMANY—Chemical manufacturing industry machinery, complete chemical plant installations. Agency for Eastern Europe exclusively. Gesellschaft f. Aussenhandel R. Mann KG. (agent, Export agent, consultant), Goethestr. 58, 6050 Offenbach/Main. WTD 2/71.

35593 — SWITZERLAND — Advanced plastics working machinery, equipment, incl. compression and injection molding machines; extrusion machines, parts, accessories and control systems for plastics machinery. Adolf Schmids Erben Ag, Abt.Vertretungen, Attn: Hans Leuzinger, Vice-Dir., (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

35595 — SWITZERLAND — Novelty and advanced apparatus, tools, devices, assembly systems, testing equipment for electronics production and precision mechanics industries, all kinds. Dipl. Ing. Ernest Spirig (dist., mfr., electronics engineering firm), P.O. Box 131, 8028 Zürich Fluntern. WTD 8/71.

Office, computing, accounting machines

35731—NETHERLANDS—Data acquisition equipment, data transmission equipment, data storage equipment, data error detection equipment and data error correction equipment. Koning en Hartman (importer, dist., agent), Koperwerf 30, The Hague. WTD 1/71.

35733—GERMANY — Computer peripheral equipment. ASI-Allgemeine Software und Informationssysteme GmbH & Co.KG (importer, dist., agent), 128 Kaiserstr., 6360 Friedberg/Hessen. WTD 8/71.

35790—ARGENTINA—Machines for removing, sorting pages of multi-part business forms. Exclusive agency, Mr. L. Njirjak, Vice-President, Automación Gráfica S.A. (agent), Azopardo 513, Buenos Aires. WTD in prep.

35791 — FRANCE — Nailing, stapling machines (hand and air-powered). Société d'Exploitation des Etablissements A.P.M. (importer, mfr., agent), 57—Enchenberg. WTD in prep.

Service industry machines

35852 — VENEZUELA — Dehumidifiers, room. G.A.L. C.A. (dist., agent), Apartado 329, Chorro a Dr. Paul, Edificio El Castillo, Caracas 101. WTD 4/70.

35892—PORTUGAL—Food waste disposers, commercial type. Jose P. Feria (importer, agent), Rua Dr. Gama Barros 35-3ºDTo., Lisbon 5. WTD in prep.

35892 — SWITZERLAND — Novelty devices, equipment and systems for prevention, elimination and removal of air, water pollution in industry. Adolf Schmids Erben Ag, Abt.Vertretungen, Attn: Hans Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Electric transmission, distribution equipment

36111—NETHERLANDS — Integrating linking. Rotscheid N.V. (importer, dist., agent), Cort van der Lindenstraat 18, Rijswijk (Z.H.). WTD in prep.

36112 — SWEDEN — Measuring equipment for electrical, radio, communication circuits, motors. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36113—NETHERLANDS — Instrumentation tape recorder. Ingenieursbureau Kempff (importer, dist., agent), Laan van Meerdervoort 762, The Hague. WTD 3/71.

36113 — SWITZERLAND — Electrical measuring, testing instruments for electronics production, high precision mechanics industries, assembly lines. Dipl. Ing. Ernest Spirig (dist., mfr., electronics engineering firm), P.O. Box 131, 8028 Zürich-Fluntern. WTD 8/71.

Household appliances

36393—PORTUGAL—Food waste disposers, domestic type. Jose P. Feria (importer, agent), Rua Dr. Gama Barros 35-3º Dto., Lisbon 5. WTD in prep.

Radio, television receiving sets

36515 — SWEDEN — Stereo hi-fi equipment. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

Communication equipment

36622—ISRAEL — Closed circuit television equipment. Telgus Systems Ltd. (importer, dist., mfr.), 88 Giborei Israel St., Tel Aviv. WTD 7/71.

36623—ISRAEL—Electronic surveillance equipment. Telgus Systems Ltd. (importer, dist., mfr.), 88 Giborei Israel St., Tel Aviv. WTD 7/71.

36626 — NETHERLANDS — Electronic counters. Rotscheid N.V. (importer, dist., agent), Cort van der Lindenstraat 18, Rijswijk (Z.H.). WTD in prep.

Electronic components, accessories

36710—SWEDEN—Electron tubes, receiving type. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36730—SWEDEN—Electron tubes, transmitting. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36741—SWEDEN — Integrated microcircuits. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36742—SWEDEN — Transistors. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36743 — SWEDEN — Diodes, rectifiers. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36749 — SWEDEN — Semiconductor devices. Bhiab Electronics (importer, dist., agent), Box 98, S-761 00 Norrtälje. WTD 9/71.

36794—NETHERLANDS—Transformers for printmounting. Rotscheid N.V. (importer, dist., agent), Cort van der Lindenstraat 18, Rijswijk (Z.H.). WTD in prep.

36795 — NETHERLANDS — Ultraviolet recorders. Ingenieursbureau Kempff (importer, dist., agent), Laan van Meerdervoort 762, The Hague. WTD 3/71.

36795—NETHERLANDS—Read relays; electronic steering units for industrial use; electronic steering for elevators. Rotscheid N.V. (importer, dist., agent), Cort van der Lindenstraat 18, Rijswijk (Z.H.). WTD in prep.

36795—SWITZERLAND—Electronic devices, accessories, tools, components, instruments assembly, testing systems for electronics production industry. Dipl. Ing. Ernest Spirig (dist., mfr., electronics engineering firm), P.O. Box 131, 8028 Zürich-Fluntern. WTD 8/71.

Engineering, laboratory, scientific research instruments

38112—GERMANY—Laboratory instruments measuring, analyzing chemical proceedings; instruments measuring physical characteristics. Instrumentfabriek & Handel v/h P.J. Kipp & Zonen, Vertriebs GmbH. (importer, dist., agent), 5 Wiesenau, 6242 Schoenberg/Ts. WTD 9/70.

38112—GERMANY—Laboratory instruments for medical, chemical laboratories. Labora Karlheinz Baessler (importer, agent), Ahornstr. 50, 6230 Frankfurt/Main 80. WTD 12/70.

38112 — KOREA — Chemical, physical, meteorological, and geological laboratory equipment, apparatus for new university laboratories, other academic research studies. Requests catalogs with f.o.b., c.i.f. quotations. Exclusive agency. Nam Sung Trading Co., Ltd., Attn: Mr. Hong, Soon Kyom (agent), 203 Dungchon-dong, Yungdungpo-ku, Seoul. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38210—INDIA — Mechanical measuring, controlling instruments of all types including vibration equipment. Universal Traders (importer, agent), 4 Mohatta Market, 5th Floor, Palton Rd., P.O. Box 1431, Bombay 1. WTD in prep.

38216 — SWITZERLAND — Measuring, testing, control instruments for production, assembly processes in electronics, high precision mechanics industries. Dipl. Ing. Ernest Spirig (dist., mfr., electronics engineering firm), P.O. Box 131, 8028 Zürich-Fluntern. WTD 8/71.

Surgical, medical, dental instruments

38410—GERMANY—Surgical and medical appliances. Exclusive agency. Weidemeyer & Co. (mfr.), 3500 Kassel 1, Postfach 430. WTD 9/71.

38410 — SPAIN — Surgical, medical instruments, apparatus. Benjamín Herraz Escamilla (agent), Poblado Orcasitas—Bloque 20, núm. 16, Madrid (19). WTD 7/71.

38421 — GERMANY — Surgical, medical supplies. Exclusive agency. Weidemeyer & Co. (mfr.), 3500 Kassel 1, Postfach 430. WTD 9/71.

38423—GUATEMALA—Masks, eye and face protection devices, shields and helmets, protective clothing. Gases y Accesorios (importer, agent, retailer), 9a. Calle 5-33, Zona 4—P.O. Box #86, Guatemala City. WTD 9/71.

Pens, pencils, office, artists' materials

39510 — NEW GUINEA — All types of novelty pens, including automatic. Jack Martin (New Guinea) Ltd. (agent), P.O. Alotau, Milne Bay District, Territory of Papua and New Guinea. WTD in prep.

39522 — VENEZUELA — Artists' materials, specially tempera colors. Representaciones Ruggeri S.R.L. (dist., agent), Quinta Mary-Luna, Avenida Pomagás, entre Avenidas Los Pinos y Chaguaramos, La Florida, Caracas. WTD 9/71.

Manufacturing industries

39933—MEXICO—Advertising novelties, gifts of type usually presented to business executives, such as embossed keyholders, paperweights. Requests catalogs. Propaganda y Regalos Monterrey, S.A. c/o. Ramiro Guerra, Mgr. (importer, dist., agent), Arteaga Ote. 652, Monterrey, N.L. WTD in prep.

Business services

73920—GERMANY—Computer software packages. ASI Allgemeine Software und Informationssysteme GmbH & Co. KG. (dist., mfr.), 128 Kaiserstr., 6360 Friedberg/Hessen. WTD 8/71.

Visiting Buyers And Officials

ARGENTINA—Dr. Francisco Livieri and Atilio R. Focaccia, representing Consa S.C.A., Florida 336, Piso 7, Oficina 706, Buenos Aires, interested in contacting U.S. **financing firms and manufacturers of railroad freight cars** to discuss licensing arrangement for Argentine manufacture by Aceria Bragado S.A.I.C., concluding three-week visit in New York Oct. 8. c/o Mandy Restaino, 371 Lake St., Newark, N.J. 07104. WTD in prep.

DENMARK—Frode Wolffhechel, representing Winther & Heide's Eftf., Frederikssund-Aktieselskab, 2 Akselundsvej, DK-3600 Frederikssund, interested in direct purchase and agency of **U.S. heating and plumbing equipment**. Sept 15 via New York for 3 mos. c/o B. M. Christensen, 3277 Prospect St., NW., Washington, D.C. 20007. Itinerary: Washington, D.C., Omaha, Salt Lake City, San Francisco, Phoenix, Houston. WTD in prep.

FINLAND—Aulis Hauhia, President, Instrumentarium Oy, Aleksanterinkatu 15, Helsinki 10, interested in **importing and producing hospital equipment** under joint venture. Sept. 20 via New York for 6 weeks. c/o Stendig Inc., 410 East 62 St., New York, N.Y., 10021. Itinerary: Los Angeles, San Francisco, Seattle, Chicago, Atlanta, New York. WTD 10/70.

THE NETHERLANDS—W. R. F. de Jong, Eriks N.V., Voormeer 33, Alkmaar, interested in **importing U.S. remote control valves, industrial plastics and requesting technical information**. Sept. 24 via San Francisco for 14 days. c/o Minnesota Rubber Co., 3630 Wooddale Ave., Minneapolis, Minn. 55416. Itinerary: San Francisco, Los Angeles, Minneapolis, New York, New Haven. WTD 2/71.

NORTHERN IRELAND—John Abraham Bailie, Beck & Scott Ltd., 40 Church Lane, Belfast 1, interested in importing **American canned fruits**. Oct. 11 via Los Angeles for 1 week. c/o Dept. of Commerce Field Offices. Itinerary: 10/11-12 Los Angeles, 10/12-16 San Francisco. WTD 12/61 under revision.

SWEDEN—Karl Walter Petersen, Managing Director, AB Dalma, Box 3119, S-103 62 Stockholm 3, interested in **direct purchase and agency of chemicals, plastics raw material, machinery for plastics industry**. Sept. 22 via New York for 2 weeks. c/o Gerhard Kelter, 770 North Western Ave., Lake Forest, Ill. 60045. Itinerary: New York, Washington, D.C., Chicago, Atlanta and Augusta, Ga., Chattanooga, Tenn. WTD in prep.

Other Foreign Official Tenders

ABU-DHABI—The Minister of Public Works has issued an invitation for qualified contractors and partnerships of contractors to submit tenders for the construction of the **first section (Abu Dhabi-Tarif) of the Abu Dhabi-Sila Highway**. The highway will be single carriageway and approximately 112 kilometers long. Tender documents can be obtained for 500 Bahrain dinars in the form of a certified check payable to the Ministry of Public Works, or the consultants, Messrs. Dar Al Handasah, at the following addresses: P.O. Box 7159, Beirut, Lebanon; Verdun St., Jaber Al Ali, Assabah Building, P.O. Box 823, Abu Dhabi; Sheikh Hamdan St., Al Mulla Building, Flat 18. The deposit is reimbursable only after receipt of a bona fide tender. The tenders are to be delivered to the offices of the Ministry of Public Works not later than Oct. 23. The contract will not be awarded to any tenderer who has not had substantial road construction experience in desert conditions similar to those of Abu Dhabi.

ARGENTINA—The State Petroleum Entity (YPF) invites bids for the construction of the **Puerto Rosales-La Plata Oil Pipeline, including the construction of pumping stations and oil-storing facilities**. Deadline for submission of bids is Nov. 22. Copies of conditions are available for 1,000 Argentine pesos ($200) from Yacimientos Petroliferos Fiscales, Av. R. S. Pena 777, Piso 7, Buenos Aires, by asking for Public Tender 575/71.

AUSTRALIA—The Department of Civil Aviation has issued a call for bids for the design, erection and operation of **multi-story development of a main public car park at Melbourne Airport** (Tullamarine Tender No. C3/71/153). The present capacity is 2,000 vehicles but proposals are invited on the basis of progressive development to a capacity of 6,000 vehicles over 20 years. Bid deadline is Nov. 23. One set of tender documents and drawings is available for office review and another is available on short-term loan from the Construction and Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230; Tel: 202-967-3602; a set will also be available for review at the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102; Tel. 415-556-5868. Additional sets of tender documents and further information are available from The Secretary, Central Business Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne 3000.

EL SALVADOR — The Administracion Nacional de Telecommunicaciones (ANTEL), Depto. de Suministros, San Salvador, has issued a call for tenders (for installation in its soon-to-be-built **13-story building**) for a **pneumatic tube communications system, a hydro-pneumatic system, decorative ceilings, vinyl flooring, water closets, and door locks.** ANTEL will mail a detailed set of tender specifications free to interested suppliers upon request.

GUATEMALA — Applications for prequalification of bidders for construction of **Chimaltenango and Las Canas Tunnels** are invited. The tunnels form a portion of the Xaya-Pixcaya aqueduct which will carry water from diversion structures on the Xaya and Pixcaya Rivers to Guatemala City. The tunnels will be concrete-lined and have a finished diameter of 2.10 meters. The Chimaltenango Tunnel has a length of 5,630 meters and the Las Canas Tunnel has a length of 4,570 meters. The construction of the project is being partially financed by a loan from the Inter-American Development Bank. The prospective bidder must have recent experience in the construction of similar works. Bidding is open to Guatemalan construction firms and firms located in member countries of the Inter-American Development Bank. Prospective bidders who wish to receive the Document for Prequalification, which sets forth the information required from them in order to evaluate their qualifications, should send their request either to: 1) La Unidad Ejecutora del Acueducto Nacional Xaya-Pixcaya, Diagonal 6, 16-01, Zona 10, Guatemala, C.A., or to 2) VTN International, Inc.-Tipton and Kalmbach, Inc., 831 14th Street, Denver, Colorado 80202. Prequalification information must be received by Comision Precalificadora del Acueducto Nacional Xaya-Pixcaya, Diagonal 6, 16-01, Zona 10, Guatemala, C.A., on or before Oct. 18.

KOREA—The Office of Supply has issued tender no. IBRD/L-71165 PII for the supply of **communications equipment**. Bid deadline is Oct. 28. Bid should offer UHF FM base station equipment, UHF FM mobile equipment, UHF FM repeater equipment and UHF FM walkie-talkies. Copies of tender announcement and specifications are available from the Procurement Attache, Korean Consulate General, 9 East 80th St., New York 10021; Tel. 212-879-8899; or on a short-term loan basis to firms located in the U.S. from the Communications Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. ★Tel: 202-967-4823.

MALAYSIA: The Director-General, Department of Drainage & Irrigation, Ministry of Agriculture and Lands, Swettenham Road, Kuala Lumpur, invites bids for **dredging the mouth of the Sungei Pahang** in West Malaysia. The contract involves the removal of approximately one million cubic yards of materials at the sand bar and four million cubic yards along the river immediately upstream of the sand bar. Interested contractors should submit, before Dec. 15, a) a proposal including technique for the dredging and disposal of dredged materials, and b) rates and estimated cost of the work involved. One set of the plans is available for office review and another for short term loan from the Construction & Engineering Division, BDC-742, Room 5893, U.S. Department of Commerce, Washington, D.C. 20230 Tel. 202-967-3602; another copy may be reviewed in the offices of the U.S. Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 ★Tel. 415-556-5868.

PAKISTAN—Bids are requested for the supply of miscellaneous scientific instruments including meters, valves, thermostats, weights, balances, hydrometer, planimeters, pantographs, compasses, drawing instruments, scales, drafting machines, pyrometers, calorimeters, and other equipment. Tender No. S-9/196/SCI/68-69/IDA/Group-5/H. Bid deadline Oct. 18. Terms and specifications available for 10 Pakistan rupees per set (US $1-4.7 rupees), from the Director of Supply & Inspection (Supply Wing), Government of East Pakistan, 48 Motijheel Commercial Area, Dacca 2, East Pakistan. Cable: "SUPPLY"—Dacca. Copy available for review only, not for loan, at Business and Scientific Equipment Division, BDC-708, Room 2329, U.S. Department of Commerce, Washington, D.C. Tel. 202-967-2939.

SINGAPORE—The Director of Civil Aviation has issued tender no. DCA/DEV 105 for the supply, installation and commissioning of **approach control radar equipment** and civil works at Singapore Airport. Bid deadline is Nov. 19. Copies of tender announcement and specifications are available ONLY from the Director of Civil Aviation, Civil Aviation Department, Singapore Airport, Singapore 19 on payment of a tender deposit of S$2,000 (U.S. $666.66).

SOUTH AFRICA—The South African Iron & Steel Industrial Corp., Ltd. (ISCOR) has announced an international tender for design, manufacture, delivery, and installation of a **complete boiler house water demineralization plant** with associated equipment. Tender documents are available upon deposit of 50 Rands ($70) from: The Head, Capital Buying, ISCOR Headquarters, Room C-425, Wagonwheel Circle, Pretoria, Republic of South Africa. Deposit is refundable upon receipt of bona fide tender for complete plant. Prospective tenderers are advised to examine the documents prior to applying for them in order to determine the scope. All materials and equipment available from South Africa are expected to be supplied locally. Deadline for receipt of bids is noon, Oct. 18.

TRINIDAD-TOBAGO—The Government has issued a call for the prequalification of bidders for the construction of a **four-lane, divided, controlled-access highway between Chaguanas and San Fernando;** the length of the roadway will be approximately 14 miles. The project will be partially financed by a World Bank loan. The project will be divided into three separate construction contracts consisting of: 5 miles from Chaguanas to Couva; 4.4 miles from Couva to St. Margaret, and 4.5 miles from St. Margaret to San Fernando. The work involves construction of a gravel sub-base, asphalt concrete pavement, asphalt shoulders, and seeding. Prequalified contractors may bid on any or all three contracts. Prequalification forms and abbreviated specifications are available from the Director of Highways, Highway Division, Ministry of Works, IA Edward St., Port of Spain, Trinidad, West Indies. Completed forms must be received by the Director on or before Oct. 10. It is anticipated that bids will be invited in January, received in March, and contracts awarded in May.

CHILE: Instituto Nacional de Capacitacion Professional (INACAP), Santiago has issued four tenders for the following equipment: **List 1**—Audiovisual equipment, 40 items of cameras, slide and sound projectors and miscellaneous equipment. **List 1a**—Audiovisual equipment, 8 items consisting of 221 8mm. films, 138 16mm. films and 15 educational wall charts. **List 2**—Printing shop equipment for enlargements, 8 items of offset printing press, collating machine, electrostatic master imager, offset masters, line-up table, binding equipment, developing table, and similar items. **List 3**—Miscellaneous tools, 69 items of milling machines, lathes, shapers, grinding machines and miscellaneous hand tools. Financed under World Bank loan No. 666-CH, Reference BIRF-11/7, these specifications are available from Sr. Agustin Alberti S., Director Ejecutivo de INACAP, Calle Huerfanos #1117, Oficina 646, Santiago, or for $3.50 each from Corporacion de Fomento de la Produccion (CORFO), 80 Pine St., New York, N.Y. 10005. Tel. 212-344-9800. One set of specifications in English and Spanish is available for review at the U.S. Department of Commerce, International Business Opportunities (BDC-584), Room 3515, Washington, D.C. 20230. Tel. 202-967-4674. Although not a pre-requisite it is recommended that bidders be represented in Chile. The bid deadline is Nov. 30.

Singapore Issues Tenders On Telephone Switchboards

The Purchasing and Product Application Department, Singapore Telephone Board has issued tender No. SP/PG/4179 for the supply of cordless PMBX (private manual branch exchange) switchboards.

Bid deadline is Oct. 26.

Bid should offer 300 units of two direct exchange lines and six extension, 350 units of three direct exchange lines and twelve extension, and 200 units of five direct exchange lines and twenty extensions.

Copies of tender announcement and specifications are available from K. T. Tan, Executive Engineer, Purchasing and Product Application Dept., Singapore Telephone Board, P.O. Box 3008 Telephone House, Hill St., Singapore 6, or on a short-term loan basis to firms located in the U.S. from the Communications Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230. ★Tel. 202-967-4823.

India To Build $13 Million Soybean Processing Plant

Installation of seed processing plant for wheat, soybeans, rice, corn, etc. 20,000 tons. Specifications available on short term loan basis from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. Tel. 202-967-4317, or contact Mr. R. L. Paliwal, Managing Director, Tarai Development Ltd., Pantnagar, P.O. Box Haldi, Dist. Naintal, U.P., India. World Bank loan up to $13 million for project. Bid deadline Nov. 13.

Future Construction Abroad

AUSTRIA—The nine provincial power companies and the Federal Power Company (Verbundgesellschaft) have completed work on a second coordinated long-term program for the **extension of the Austrian power station network.** A fast-growing demand for electrical power, together with certain structural changes, necessitated a revision of the first ten-year construction program which was worked up just two years ago. In the new draft program, a number of provincial power companies have concluded that a second nuclear power plant should be built in Austria. Considering probable needs of electrical energy at the end of the current decade, this second plant should have a capacity of about 500 MWe and should be located in the Danube river basin. Since a number of the companies showing interest in this proposal consider participation as an alternative to their present construction plans for conventional power stations, a final decision will depend primarily on their conclusions regarding the economic efficiency of nuclear power plants versus caloric power stations. Based on the present proposal, which envisages the commencement of operations between 1978 and 1981, and an estimated construction period of about five years, a final decision on whether to build a nuclear or caloric power plant may not be expected prior to 1973.

CANADA—Construction of a **23-story, $1.8 million apartment building** is expected to commence in Vancouver in late September or early October 1971. The building, which will be built with reinforced concrete, will probably be completed by October 1972. The contracting company responsible for this project stated that U.S. suppliers are welcome to bid on equipment such as stoves, refrigerators, draperies, hardware (including mail boxes), metal door frames, elevators, and similar items, and that all inquiries should be directed to: R. Scharf, A. V. Carlson Construction Co., 402-1033 Davie St., Vancouver 5, British Columbia.

JAMAICA—New factories are being built and old ones relocated and expanded with the assistance of the Jamaica Industrial Development Corporation (JIDC), 4 Winchester Rd., Kingston 10, Tel. 936-3130. Baronet of Jamaica Ltd., 19 E. Armour Heights, Kingston, Tel. 924-2794, is building a 10,000 sq. ft. extension at Twickenham Park Industrial Estate to more than double its plant capacity for the export of leather wallets. Ranger (Ja.) Ltd, a Canadian subsidiary, is building a 10,000 sq. ft. factory in Little London, Westmoreland, for the production of baseball gloves and mitts for export. Windsor Laboratories, 4 Ashenheim Rd., Kingston 11, Tel. 933-8970, 933-8949, 923-8883, is planning a 50,000 sq. ft. extension of its drug and pharmaceutical lines at Nanse Pen Industrial Estate in the Kingston-St. Andrew Corporate area. National Processors Ltd., a subsidiary of Grace Kennedy and Co. Ltd., 64 Harbour St., Tel. 932-3440, will manufacture cosmetics, pharmaceuticals, and tooth brushes at Golden Spring Industrial Estate, St. Andrew. The Australian firm of Pillar-Naco will manufacture aluminum components at Golden Spring Industrial Estate, St. Andrew. Jamaican Heritage Furniture Manufacturing Co. Ltd., 111 Princess St., Kingston Tel. 922-5893 is building a new 40,000 sq. ft. furniture factory at Nanse Pen, Kingston-St. Andrew Corporate area. H. W. and L. E. Vaz, 77 East St., Kingston Tel. 922-1680, is relocating on the Kingston Industrial Estate in a 15,000 sq. ft. brassiere and garment factory. Bardowell Bros. Ltd., wholesale Dept., 21 Orange St., Kingston Tel. 932-5991 is building a garment factory for the manufacture of shirts and underwear at Nanse Pen Industrial Estate. Sportsco (Ja.) Ltd., 190 Spanish Town Rd., Kingston Tel. 933-7956, a subsidiary of Sportsco of New Jersey, has completed a 40,000 sq. ft. expansion of its plant which makes fishing rods on the Kingston Industrial Estate. Caribbean Telephone and Cables Ltd. (Caribtec) has been formed as a joint venture of British Insulated Callenders Cables Ltd., Old Harbour, Tel. 983-2236 or 983-2237 and Continental Telephone Co. Ltd., (owners and operators of Jamaica Telephone Co. Ltd.) to manufacture aluminum telephone cables in a 70,000 sq. ft. factory on Old Harbour Industrial Estate. The factory will cost over U.S. $700,000 to build and the total investment will be over U.S. $1,250,000.

KOREA—Korea Dairy Beef Co., Ltd. (KDBC) intended to issue a series of public tenders beginning in September to purchase **5,100 milk cows, two modern dairy products processing plants, and equipment for pasture development such as tractors.** The last tender will be issued before May 1973. In accordance with the loan agreement, the IDA credit became effective on Aug. 11. KDBS plans to import all the cows by 1972. According to a KDBS officer, the first tender will be for 800 head. The plan also calls for completion of the first milk processing plant (daily capacity—20 tons) by September 1972. The second plant (daily capacity—30 tons) will be completed in 1973. Tenders covering the purchases will be reported as they are issued.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists, of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from any of the 42 Department of Commerce Field Offices. The price is $1 per list.

Business Firms—Saudi Arabia, Sept. 1971
Business Firms—Senegal, Sept. 1971
Business Firms—Sierra Leone, Sept. 1971
Business Firms—Singapore, Sept. 1971
Business Firms—Somalia, Sept. 1971
Business Firms—Tanzania, Aug. 1971
Business Firms—Togo, Aug. 1971
Business Firms—Trinidad and Tobago, Aug. 1971
Business Firms—Tunisia, Aug. 1971

International Business Reports

Advantages of Panama and the Colon Free Zone from the Viewpoint of United States Taxes. **By Walter H. Diamond, Manager, Peat, Marwick, Mitchell & Co. 23 pp. Free.**

According to this study, Panama is one of the few countries that has free trade zone privileges, tax concessions and numerous other advantages to investors and yet enjoy the many benefits offered developing countries by the U.S. Treasury, Commerce and State Departments. Panama's somewhat unique status, the report emphasizes, is largely responsible for the expanding significance of both the country and its Colon Free Zone in international operations.

Write: Panama Government Investment and Development Center, 405 Park Ave., New York, N.Y. 10022.

Taschenbuch des Oeffentlichen Lebens, **1971. Edited by Dr. Albert Oeckl. In German. Bonn. 792 pp. $9.50.**

This handbook has been brought up to date and now covers 4,500 institutions and 8,000 leading personalities. It lists the names and addresses of government agencies; associations of business, trade and industry; social welfare and church associations; institutes or groups concerned with education, research, the arts, publishing, radio, and television; and includes a register of leaders in government, business and other fields within the Federal Republic and West Berlin.

Write: Festland Verlag G.m.b.H., Postschliessfach 649, 53 Bonn, Federal Republic of Germany.

Retailers Manual of Laws and Regulations. **1971. 681 pp. $50.**

This compendium of federal and state laws affecting retailers covers Sales, Use, Occupational and Excise Taxes; Chain Store Taxes; Taxes on Property, Income and Profits; Trade Practice Regulations; Wage and Hour Regulations; and Labor Relations Laws and Payroll Taxes.

Write: Research Company of America, 654 Madison Ave., New York, N.Y. 10021.

International Business—1971: A Selection of Current Readings. **Michigan State U. 371 pp. $4.75.**

A collection of 41 articles published during 1970, selected from more than 500 journals published throughout the world, which describe significant recent developments in international business and emphasize operating problems and evolving concepts of concern to the international executive.

Write: Division of Research, 5-J Berkey Hall, Michigan State University, East Lansing, 48823.

Italy, An Economic Profile; 1970. **Published by the Commercial Office of the Italian Embassy, Washington, D.C. 63 pp. Free.**

This annual survey reviews Italy's economic performance and patterns of growth in recent years. It contains extensive data on general economic and commercial developments as well as detailed information on the gross national product, domestic and foreign trade, finance, investment, consumption, labor and wages, and prices.

Copies of this booklet may be consulted at any Department of Commerce Field Office.

Write: Commercial Office, Italian Embassy, 2600 Virginia Ave., NW., Suite 200, Washington, D.C. 20037.

Calendar For World Traders

Oct. 5—New York—Foreign Credit Interchange Bur. luncheon and conference on international credit, collection and exchange problems. Summit Hotel, noon.

Oct. 5—Chicago—Automotive Exporters Club meeting, Builders Bldg.

Oct. 7—New York—International Industrial Marketing Club meeting, Chemists' Club.

Oct. 12—Chicago—Export seminar, Commerce Field Office.

Oct. 12—Seattle—Session on marketing and forwarding for exporters, Commerce Field Office, 10 a.m.-noon.

Oct. 13—Dallas—World Trade Week in Texas banquet, Sheraton Hotel, 6:30 p.m.

Oct. 13—New York—FCIB Publishers Export Credit Group's dinner meeting, Advertising Club, 4 p.m.

Oct. 13-14—Ann Arbor—Seminar and workshop on benefiting from the world's fastest-growing market—Japan, Campus Inn Hotel. Sponsor: Institute for International Commerce, Graduate School of Bus. Admin., U. of Michigan.

Oct. 14 — Chicago — International Trade Club luncheon, LaSalle Hotel.

Oct. 14—New York—Overseas automotive Club luncheon and meeting, Summit Hotel, noon.

Oct. 18 — Chicago — Seminar on global marketing of food processing items and pumps and compressors, Commerce Field Office.

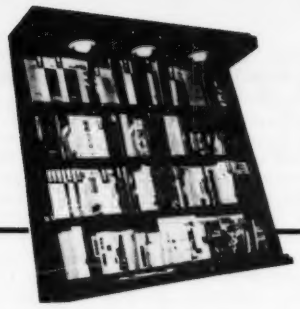
Oct. 19—Seattle—Session on Banking and Insurance for exporters, Commerce Field Office, 10 a.m.

Oct. 20—Chicago—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

Oct. 21—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club, 12:15 p.m.

Oct. 21—Phoenix—In-office export workshop, Commerce Field Office, 10 a.m.-noon.

Oct. 21-22—Lake Tahoe, Nev.—Western International Trade Group's annual meeting.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

OFFICE OF MINORITY BUSINESS ENTERPRISE

OMBE outlook. July/August 1971. Free upon request. Provides information on the programs and activities of the Office of Minority Business Enterprise.

DOMESTIC AND INTERNATIONAL BUSINESS

Bureau of Domestic Commerce

Biomedical instrumentation used in modern health care. 38pp. 40¢.

Construction review. Monthly industry report. Annual subscription $6.50 ($1.75 more for foreign mailing). Single copy 55¢.

Printing and publishing. Quarterly industry report. Vol. 12, No. 3. Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Bureau of International Commerce

International Marketing Information Service

Global Market Survey

Food processing and packaging machinery and equipment. 113pp. plus separate chart containing the schedule of promotional events for global market survey-1972 and 1973. $2.

Overseas Business Reports. Annual subscription $16 ($5 additional for foreign mailing). Single copy 15¢.

Basic data on the economy of Saudi Arabia (OBR 71-025). Supersedes OBR 67-78. 16pp.

Basic data on the economy of the British Virgin Islands (OBR 71-027). Supersedes OBR 64-110. 8pp.

Basic data on the economy of the United Kingdom (OBR 71-028). Supersedes OBR 66-50. 16pp.

ECONOMIC AFFAIRS

Bureau of the Census

Small-area data notes. Vol. 6, No. 8. 12pp. 10¢.

Pocket Data Book—USA 1971. 352pp. Illustrated. Issued biennially. $1.75.

Construction and Housing

New one-family homes sold and for sale: June 1971 (C25-71-6). Annual subscription $3. Single copy prices: monthly, 10¢, annual, $1.

Housing authorized by building permits and public contracts: June 1971 (C40-71-6). $8 per year ($2 additional for foreign mailing). Single copy (annual) $2; Single copy (monthly) 55¢.

1970 Census of Housing

Reports in this series present statistics from the 1970 census by blocks, on general characteristics of housing units and population:

Tucson, Ariz. urbanized area (HC(3)-10). 69pp. plus ten maps identifying the blocks covered. $2.50

Selected areas in Arizona (HC(3)-11). 14pp. plus three maps. 75¢.

Biloxi-Gulfport, Miss. urbanized area (HC(3)-132). 40pp. plus eight maps. $1.75.

Jackson, Miss. urbanized area (HC (3)-133). 45pp. plus eight maps identifying the blocks covered. $2.

Provo-Orem, Utah urbanized area (HC (3)-251). 28pp. plus seven maps. $1.75.

Ogden, Utah urbanized area (HC(3)-250). 36pp. plus eleven maps. $2.25.

General Housing Characteristics:
Kansas (HC(1)-A18) 82pp. $1.
Louisiana (HC(1)-A20). 88pp. $1.
Indiana (HC(1)-A16). 126pp. $1.25.
Oregon (HC(1)-A39). 66pp. $1.
Rhode Island (HC(1)-A41). 66pp. 70¢.
Tennessee (HC(1)-A44). 88pp. $1.
Washington (HC(1)-A49). 76pp. $1.

Value of new construction put in place: July 1971 (C30-71-7). Annual subscription $2.50, includes monthly and annual supplement. Single copy 25¢.

Distribution and Services

Weekly retail trade. Estimated sales of U.S. retail stores, week ending Sept. 11 (CB 71-356). 2pp. 10¢.

Monthly selected services receipts: (July 1971 (BS71-7). Annual subscription $1. Single copy 10¢.

Foreign Trade

Waterborne exports and general imports: May 1971 (FT 985-71-5). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

General imports—cotton manufactures: July 1971 (FT 130-71-7). Annual subscription $1, single copy 10¢.

Puerto Rico and U.S. possessions: April 1971 (FT 800-71-4). Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Geography

Geographic base files—plans, progress, and prospects (Series GE 60, No. 2). 105pp. $1. This report presents the proceedings of the second in a series of conferences concerning local experiences in the use, or preparation for use, of the Census Bureau's geographic coding files.

Governments

Holdings of selected public employee retirement systems: June 30, 1971 (GR 71 No. 2). 1p. 10¢.

Industry

Annual survey of manufactures: 1968 (M68 (AS)-7). 40pp. 25¢. This report presents 1967 and 1968 data on value of fixed assets, rental payments, and labor costs, classified by industry.

Annual survey of manufactures: 1968 (M68(AS)-7). Supplement. A supplemental report to the (M68(AS)-7) covering gross book value of fixed assets, rental payments, and labor costs.

Salad dressing, mayonnaise, and related products: 1970 (Series: MA-20F(70)-1). 4pp. 25¢.

Converted flexible packaging products: 1970 (Series: M26F(70)-13). $1.50 per year—15¢ per copy.

Steel mill products: 1970 (Series: MA-33B(70)-1). Price 25¢, $1.75 per year (including M33-3).

Nonferrous castings: summary for 1970 (Series: M33E(70)-13). Price 15¢, $1.50 per year.

Tractors, except garden tractors: 1970 (Series: M35S(70)-13). Price 15¢, $1.50 per year.

Population

The two-child family and population growth: an international view. 42pp. 45¢.

Estimates of the population of the United States and components of change: 1940 to 1971 (Series P-25, No. 465). 14pp. 15¢.

1970 Census of Population

General Population characteristics:
Colorado (PC(1)-B7). 112pp. $1.
Maine (PC(1)-B21). 89pp. 75¢.
Nebraska (PC(1)-B29). 138pp. $1.25.
South Dakota (PC(1)-B43). 115pp. $1.25.

Number of Inhabitants:
New York (PC(1)-A34). 72pp. 55¢.
Ohio (PC(1)-A37). 80pp. 60¢.
Pennsylvania (PC(1)-A40). 81pp. 60¢.
Virginia (PC(1)-A48). 48pp. 45¢.

1970 Census of Population and Housing

General Demographic Trends for Metropolitan Areas, 1960 to 1970—Final Reports:
Iowa (PHC(2)-17). 42pp. 25¢.
Kansas (PHC(2)-18). 32pp. 25¢.
Missouri (PHC(2)-27). 40pp. 30¢.
New Jersey (PHC(2)-32). 52pp. 30¢.
New York (PHC(2)-34). 44pp. 35¢.
Tennessee (PHC(2)-44). 36pp. 30¢.
Washington (PHC(2)-49). 32pp. 25¢.
Wisconsin (PHC(2)-51). 44pp. 30¢.

ECONOMIC DEVELOPMENT

Economic development. Vol. 8, No. 9. September. Annual subscription $1 (50¢ for foreign mailing). Single copy 15¢.

SCIENCE AND TECHNOLOGY

National Oceanic and Atmospheric Administration

Preliminary determination of epicenters. Monthly listing. June 1971. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢. These reports list the approximate locations of earthquakes anywhere in the world.

National Marine Fisheries Services

Shellfish—situation and outlook (NOAA SSOLB 22). August. 40pp. Free.

National Bureau of Standards

Selected tables of atomic spectra (NSRDS-NBS 3, Section 4). 46pp. 55¢. This publication is the fourth section of a series revising two sets of tables containing data on atomic spectra as derived from analyses of optical spectra. Four spectra of nitrogen, N IV, N V, N VI and N VII, are included.

Study of cryogenic storage tank fatigue life (Tech. Note 609). 86pp. 75¢. This study predicts the life of AISI 300 series stainless steel parent material and weld joints when subjected to periodic large, sudden stresses in the temperature range 300 to 76K.

Technical news bulletin. Vol. 55, No. 9. Annual subscription $3 ($1 more for foreign mailing). Single copy 30¢.

A history of the metric system controversy in the United States—U.S. metric study interim report (SP 345-10). 312pp. $2.25. A review of the debate between 1790 and 1968 on the question of whether or not the U.S. should adopt the metric system of weights and measures.

National Technical Information Service

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 unless otherwise specified (microfiche copies of all documents are 95).

Decision and institutional aspects of weather modification (PB-201 101). Harvard Univ., Cambridge, Mass., for the Dept. of the Interior. 146pp.

Survival geography of South America (AD-727 723). Aerospace Studies Institute, Maxwell AFB, Ala., 136pp. Describes and evaluates physical and cultural features of the rain forests, savannas, and deserts of South America in terms of favorable and unfavorable factors for one forced to live under emergency survival conditions.

The following volumes of a bibliography of ticks and tickborne diseases are available:

Bibliography of ticks and tickborne diseases, from Homer (about 800 B.C.) to 31 December 1969 (AD-717 948). U.S. Naval Medical Research Unit Number Three, FPO New York. **Volume 1: Authors A—E,** paper copy $6. 509pp.

Same title, Volume II (AD-722 264). Authors F—M, paper copy $6. 500pp.

Same title, Volume III (AD-727 965). Authors N—S, paper copy $6. 438pp.

Microcircuit reliability bibliography (AD-729 078) Apr. 1971, paper copy $20., 350pp. A comprehensive listing of literature pertinent to the reliability conscious microelectronic device industry.

Using broad-line nuclear magnetic resonance spectrometry to estimate potential oil yields of oil shales (PB-200 704). Bureau of Mines, Washington, D.C., 36pp. Discusses a technique that is rapid, can be applied without extensive calibration, and gives good estimates of oil yields and organic carbon contents on as many as 30 samples per hour.

Effect of no/low-lead motor gasoline on engine operation (AD-727 032). Air Force Logistics Command, Kelly AFB, Tex., 61pp.

An interactive key word information retrieval system for the IBM 1130 computer (PB-201 591). University of Washington, Seattle, for the National Science Foundation, 1971, 184pp.

Same title, Program Source Deck (PB-201 592). Price $44. 4165 cards.

GOVERNMENT REPORTS TOPICAL ANNOUNCEMENTS. Complete abstracts of new Government-funded reports. Published in separate and highly defined fields of interest. Issued in 35 individual categories to assure selective and relevant material to match professional interests. Selections made from over 50,000 annual aquisitions. Subscriptions available for one category only, for several categories, or for the entire series. Issued semimonthly. Annual subscription, $5 each category; foreign, $6.25. Maximum cost for all categories, $125; foreign mailing, $156.25.

ENVIRONMENTAL IMPACT STATEMENTS. Include draft environmental impact statements issued 90 days before a proposed action by a Federal agency; other agencies' comments regarding the draft; a final statement taking agency and public comment into account 30 days before acting. Issued as part of the Government Reports Topical Announcements subscription series. Or, available through Selected Categories In Microfiche. When ordering specify Environmental Pollution and Control category.

Environmental awareness reading list (EARL-71). Includes 24 issues and an annual index, paper copy only, $16. A semi-monthly listing of current publications dealing with environmental matters, compiled by the Department of the Interior.

Bibliography of mass spectroscopy literature for 1969 compiled by a computer method (IS-2356). Iowa State Univ., Ames, for AEC, paper copy $9 (microfiche 95¢), 790pp.

An urban transportation bibliography (PB-199 031). Urban Mass Transportation Admin., Washington, D.C. 109pp. Compiles technical and scientific publications concerning urban mass transportation. All reports listed are available from (NTIS).

Research reports of the National Highway Traffic Safety Administration: a bibliography 1967—March 1971 (PB-201 419). National Highway Traffic Safety Admin., Washington, D.C., 192pp.

Male-female wage differentials in urban labor markets (PB-199 974). Princeton U. for the Manpower Admin. 158pp. Results of a study showing that discrimination accounts for approximately 74 percent of the male-female wage differential for whites and 92 percent for blacks.

Radiation hazards (AD-726 900). Defense Documentation Center. 136pp. Bibliography (with abstracts) containing references pertaining to potential hazards related to electromagnetic radiation, radiological dosages, radioactive fallout, and contamination of water and air supplies. All reports listed are available from NTIS.

Uniform issue list (PB-201 197). Internal Revenue Service. 92pp. List of index terms used within the Internal Revenue Service for describing legal problems arising under the Internal Revenue Code and for locating materials which have been indexed according to this system.

Negro and white perception of company employment policy in the South (PB-201 290). Atlanta U. for the Manpower Admin. 110pp. Examines advancement expectations of black and white managerial employees, black perceptions of white employer attitudes and policies on racial integration, and the extent to which employees and employers agree on certain aspects of integration.

Employment patterns by age, race and sex in urban labor markets (PB-201 172). Rand Corp. for the Office of Economic Opportunity. 143pp.

A model for manpower training evaluation (PB-201 102). Planning Research Corp. for the Manpower Admin. 85pp.

Comprehensive study of specified air pollution sources to assess the economic effects of air quality standards, Vol. I (PB-197 647). By Research Triangle Institute for the Environmental Protection Agency. Paper, $6. 409pp.

User's manual: automated procedures for estimating control costs and emission reductions for specified air pollution sources, Vol. II (PB-198 779). 297pp.

Survey plan for specified air pollution sources, Vol. III (PB-198 780). 50pp.

A conceptual framework for measurement of the impact of foreign trade on workers (PB-198 579). U.S. Dept. of Agriculture Graduate School for the Manpower Admin. 115pp.

Weatherproofing (AD-722 801). By Defense Documentation Center. 174pp. Bibliography listing 117 references covering the period 1953-70. All reports listed are available from NTIS.

A computerized management analysis and planning system (N71-24716). By NASA's Lewis Research Center. 60pp. Discusses a system that provides managers of large technical projects with a fast and economical means of planning and controlling their projects. An annotated listing of the Fortran program in included.

A new approach to job shop scheduling with due dates (AD-725 838). By UCLA for the U.S. Navy. 45pp. Presents a multi-pass heuristic scheduling procedure.

Research and Development: a categorization of the methods and techniques of measuring industrial R&D activities (AD-727 028). Air Force Institute of Technology. 106pp.

Conference on international exchange of information on cement and concrete research (PB-198 649). American Concrete Institute, Detroit. 37pp.

An evaluation of on-line information retrieval system techniques (AD-723 214). Naval Ship Research and Development Center, Washington. 63pp.

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